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# THE TIMES

INTERNATIONAL  
EDITION

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THURSDAY APRIL 9 1992

45p

Late surge by Tories closes gap on Labour in final hours of campaign

## Polls put parties neck and neck

### Role of power-broker beckons for Ashdown

By Robin Oakley, Political Editor

BRITAIN goes to the polls today in a cliffhanger election with the two main parties locked too closely for the pollsters to separate.

John Major's Conservatives have closed the gap on Labour, which was seven points ahead a week ago, to a single point in the latest survey by Mori, the organisation closest to the result in 1987. A Gallup poll puts the Conservatives half a point ahead, NOP puts Labour three points clear and ICM has the two main parties neck and neck.

The closeness of the polls will heighten the prime minister's and his team's efforts to secure their much-criticised campaign. They have met a sceptical response to their claims all along that they would be challenging strongly on election day. But the poll evidence suggests that they are achieving the late recovery they promised and that the Tory campaign against Labour's tax policies may have begun to bite.

"We are on a roll. John Major has the momentum," a senior Tory source said. Party officials voiced hope that with the Conservatives' strong organisation on the

ground and the incumbency factor helping candidates defending their seats Mr Major could yet push on to outright victory. "It is all down to the day, but we can do it," one said.

Labour, which had been counting on victory against the background of the recession and its success in keeping the health service at the top of the political agenda, will be shaken by the latest movement in the polls. In surveys since March 10, Neil Kinnock's party had led in 36 to only nine for the Conservatives.

The Mori poll of 1,731 people across 164 constituencies measured party support at Labour 39 per cent, Conservatives 38, Liberal Democrats 20 and others 3 per cent. The Daily Telegraph Gallup poll puts the Conservatives on 38.5 per cent with Labour 38, Liberal Democrats 20 and others 3.5. The sample was 2,478.

In an NOP poll of 1,746 people for the BBC's Newsnight and the Independent newspaper, Labour has 42 per cent, the Conservatives 39, the Liberal Democrats 17 per cent and others 2; while the ICM poll of 2,196 people in 103 constituencies for the Guardian puts both Conservative and Labour on 38 per cent with Liberal Democrats on 20 and others 4. In all the polls, fieldwork was conducted on Tuesday and yesterday. On this evidence, there will

and gain a working majority. What is clear from the poll findings is that there has been movement back to the Conservatives in the dying hours of the campaign and that there is everything to play for on what will now be a frantic polling day. Party organisation, postal votes, even the weather, will be crucial as the parties strive to ensure the highest possible turnout.

The Mori figures support claims by Tory campaigners that their vote is firmer than that for the other parties. Mori found that 89 per cent of Conservatives were certain to vote compared with 87 per cent of Labour supporters and 80 per cent of Liberal Democrats. There has been a strengthening of Conservative voting intention and a slight weakening of Liberal Democrat readiness to go to the polls.

Among those who have definitely decided how they will vote (those who needed no pressing to express an opinion) support was Conservatives 86 per cent, Labour 85 per cent and Liberal Democrats 68 per cent. When the Liberal Democrat supporters were asked who they might switch to if they changed their minds, 36 per cent named the Conservatives and 45 per cent Labour.

Mori's chairman Bob Worcester has said from the beginning of the campaign that Labour needs the support of 49 per cent of the C2 skilled working class vote to win an election. In last night's poll, it had the support of only 44 per cent.

When respondents were asked who would make the best prime minister, 38 per cent named Mr Major, 27 per cent Mr Kinnock and 20 per cent Mr Ashdown. In the four weeks of campaigning Mr Major has dropped two points in popularity, as has Mr Ashdown, while Mr Kinnock has remained on the same figure.

At the 1987 general election, the Conservatives won 375 seats, Labour 229, Liberal/SDP Alliance 22 and others 23. The Mori figures had been awaited by the parties with particular interest. At the last election Mori's final survey measured party support at Conservatives 44 per cent, Labour 32 per cent, Liberal/SDP Alliance 22 per cent and others 2 per cent. The actual outcome was Conservatives 43 per cent, Labour 32 per cent, Alliance 23 per cent and others 2 per cent.

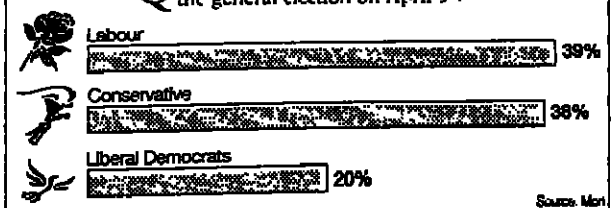
Before the poll figures emerged last night there had been growing expectation in the City of a late rally to the Conservatives on April 9.

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 Bernard Levin  
 and Peter Riddell, page 24  
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 Leading article  
 and letters, page 25  
 Life and Times, page 1

#### TIMES/MORI POLL

Q How do you intend to vote at the general election on April 9?



Source: Mori

## Wimbledon champion 'tests HIV positive'

FROM CHARLES BREMNER  
IN NEW YORK

ARTHUR ASHE, the elegant and popular tennis star who won Wimbledon in 1975, has been tested as HIV positive, apparently from a blood transfusion, it was reported in New York yesterday.

Mr Ashe, who is 48, was due to make an announcement last night. He is the second giant of American sport to succumb to the virus in the past six months. In November, Magic Johnson, the superstar of the basketball world, retired after declaring that he had been infected with the Aids virus. He blamed his promiscuous past with women and has since become a spokesman for the fight against the disease.

Mr Ashe is the only black American to have won a men's singles title at a Grand Slam tournament, although Althea Gibson won the women's title at Wimbledon

in 1957 and 1958. Associates of Mr Ashe said he had contracted the virus during quadruple bypass surgery, performed in St Luke's hospital, New York, in 1979. The diagnosis of heart disease when Mr Ashe was 35, only four years after beating Jimmy Connors at Wimbledon, ended his playing career. He went on to manage the United States Davis Cup team and to a lucrative career marketing equipment under his name and commenting on the sport for television and newspapers.

About 4,770 Aids cases in America have been attributed to blood transfusions, about 2 per cent of the total. Almost all infections occurred before the blood supply began to be screened for HIV in 1985.

Mr Ashe made his name with his victory in the 1968 US Open, an age before the arrival of the millionaire-brat school of tennis players. The prize that

year was a mere \$14,000 (£8,000) and, as an army lieutenant playing as an amateur he was not allowed to receive it. Naturally reserved, Mr Ashe displayed a style and courtesy on the court that won him many fans. He once said he played the nice guy because that was the only acceptable role for a black sportsman.

Mr Ashe, who was ranked number one in the tennis establishment, in the 1970s, he helped get South Africa banned from the Davis Cup, arguing that black athletes should use their sports success to promote civil rights.

Mr Ashe, who is married with a daughter and lives in New York, said he had never lost the insecurity which came from his poor childhood and the death of his mother at the age of seven. Like Arnold Palmer, he feared that someone would rap him on the shoulder and say "We are taking it all away."



Arthur Ashe after his Wimbledon triumph

## Tokyo fall shakes Wall St

By Our City Staff

WALL Street shares dropped last night, with the Dow Jones industrial average index falling more than 50 points at the opening, as stock markets took fright at the slump in the Tokyo markets.

The most pessimistic Tokyo traders, hit by a 600-point fall to a five-year low of 17,175, have been talking about a 10,000 level for the Nikkei average. "I feel like crying. We're being bled to death," one said.

The London market showed resilience despite election uncertainty, as the FT-SE 100 index closed down 11 points at 2,393.2. The election took a back seat as shares fell more than 30 points at the opening, recovering only to be hit by Wall Street's opening fall. But market-makers in London contained the situation.

Nervousness on Wall Street was compounded by growing fears for bank exposure over £10 billion of debts by Olympia & York, the Canary Wharf property developers.

Hit hard, page 29  
 Stock market, page 32

## Arafat survives desert jet crash

FROM MARIE COLVIN IN TRIPOLI

YASSIR Arafat, the Palestine Liberation Organisation leader, emerged yesterday bruised, but alive, after his plane crash-landed in a desert sandstorm in Libya. All three Palestinian crew of his Russian Antonov-26 aircraft died in the accident; Mr Arafat, with nine Palestinian bodyguards and assistants, waited 15 hours for rescue.

He was undergoing medical tests yesterday in a hospital in Misrata, east of Tripoli. Libya's official Jana news agency reported, "I'm well, and my thanks to all," Mr Arafat said in a message to PLO headquarters in Tunis.

Bassam Abu Sharif, a senior PLO official, claimed the search operation had involved American satellite observation, with the blessing of President Bush. But Washington said the National Security Council had only "suggested" a PLO request for help conveyed to Mr Bush by the former President's carrier.

The organisation also thanked Britain, Italy and France for unspecified help in the operation.

Relief and jubilation swept through the PLO embassy in Tripoli and Tunis headquar-

ters when Mr Arafat's voice was heard on a radio telephone from a Palestinian training camp outside Sarh in south-east Libya.

In the occupied West Bank, Palestinians danced and celebrated in the streets, but demonstrations turned to clashes with Israeli troops and ten Palestinian youths were wounded. There were riots in the occupied Gaza Strip, and Israeli troops imposed curfews in several West Bank towns.

Senior PLO officials flew to Tripoli to await Mr Arafat's arrival. "God has saved the Palestinians from a political disaster," one official said. Sari Nusseibeh, a leading West Bank Palestinian, said no one else had the "strength, position and commitment" of Mr Arafat.

He founded Fatah, the main PLO section, and has led it for almost 30 years. Moshe Arens, the Israeli defence minister, commented yesterday that Israel would not have mourned Mr Arafat because "there cannot be a more extreme leader of the

Continued on page 28, col 1

Survival instinct, page 20

#### ELECTION 92 WITH THE TIMES

##### THE NATION'S VIEW

At 10pm the polls close and within two hours the first results will show the likely swing. Today *The Times* gives you the electoral map, an hour-by-hour guide to the declarations, a look back at the campaign and all the runners, to help you through the year's most exciting night. Pages 11-18



#### EXCLUSIVE TO THE TIMES

##### THE POET'S VIEW

Ted Hughes, the Poet Laureate, has written a poem for election day. It makes an impassioned plea to politicians of all parties to take account of the effects of toxic chemicals on the falling sperm count throughout the Western world. Page 26

#### TOMORROW AND SATURDAY

##### VISION OF THE FUTURE

As the celebrations and inquests take place we will be compiling the fullest results service and bringing to you an analysis of the voting patterns. *The Times* will tackle the big questions. Why did Britain vote the way it did? Who will be in the cabinet? Are the party leaders safe? How will the course of the country change?

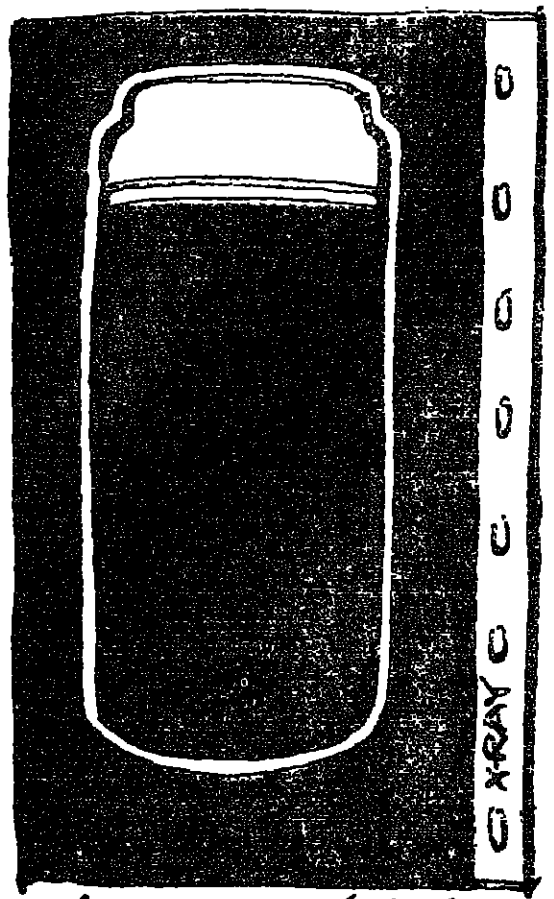


#### 350TH ANNIVERSARY SUPPLEMENT

##### VISION OF THE PAST

A 12-page special will record the outbreak of a more bloody contest which decided the country's future — the civil war which erupted 350 years ago. As King Charles rallies his forces in the North, the nation trembles on the brink of disaster.

1642 IN REVIEW  
 with *The Times* on Saturday



If you don't believe  
 Twinkies inside a can  
 of Dought Crimmers,  
 ask a radiographer.

PURE GENIUS

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The Law Society's Final Examination, Winter, 1992 results will be published in *The Times* tomorrow. Copies will be on sale this evening from 10pm at Victoria, Charing Cross and Kings Cross railway stations and at Leicester Square.





Hopes of recovery dashed

# House sale figures worst for ten years

By Rachel Kelly, Property Correspondent

PROPERTY transactions in January and February were at the lowest level for ten years, diminishing hopes of an imminent recovery in the housing market.

Central Statistical Office figures show that in January this year there were 79,000 property transactions and in February 88,000 transactions were completed. The

figures have ended hopes that the upturn in interest in viewing properties reported by estate agents and building societies in January would lead to actual sales, despite the continued fall in prices.

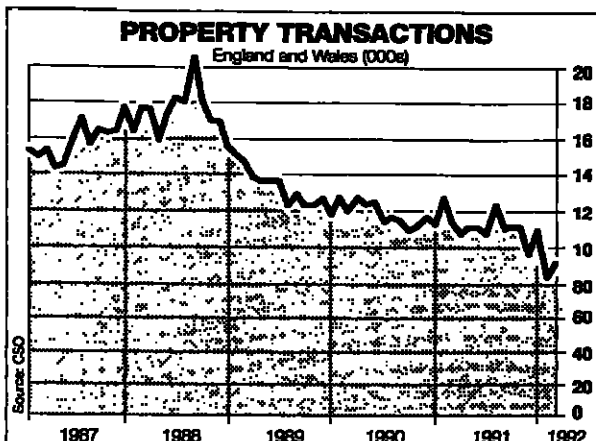
John Wriglesworth, housing analyst at UBS Phillips and Drew, said that well over 120,000 transactions were needed each month if the

housing market was to pick up. "These figures are very depressing and worse than I expected. The storm of enquiries in January reported by building societies and estate agents hasn't followed through into transactions."

The figures were particularly depressing because, in spite of the slight increase in February, the temporary lifting of stamp duty had not made a dramatic impact. There was a December announcement that the duty would go, but legislation was introduced only in February.

"February's figures do not reflect a big surge in completed transactions after stamp duty legislation went through," Mr Wriglesworth said. He doubted whether the March figures would show a dramatic improvement.

"They will be better than February and edging towards 100,000 but this is still a very low level compared to last year. It is 40 per cent down on 1988."



Not so petit petit déjeuner: French commuters sample a traditional British breakfast on the 7:05 Paris to Brussels Eurocity service yesterday served by Deborah Bunker from Leeds. British passengers can try French train fare on InterCity services later this year

# BRITISH BUSINESS IS A SUCCESS! LET'S KEEP IT THAT WAY.

1. Manufacturing exports are at an all-time high and are still going up.

2. In 1991 we lost one hour per worker through industrial disputes compared to three and a half days in 1979.

3. Investment in research and development is nearly twice the 1978 level.

4. We export more per head than the Japanese.

5. Our productivity growth matches Japan's - and beats all other major countries.

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Issued on behalf of British business by the Institute of Directors.

**IOD**  
Institute of Directors

## Pavarotti pulls out of gala

By Simon Tait, Arts Correspondent

LUCIANO Pavarotti has withdrawn from a royal gala performance at Glyndebourne in July because of his "overwhelming workload".

The tenor had agreed to sing at a concert at the end of Glyndebourne's shortened season to help to raise money for a new £35 million opera house at its East Sussex venue. Building work starts in September.

The Prince of Wales will attend the performance and performers appearing include Montserrat Caballé, Cynthia Haymon and Benjamin Luxon, with the London Philharmonic and the conductors Bernard Haitink and Andrew Davis.

Pavarotti announced in November that he had accepted the invitation to join the gala bill and would take time out of his annual holiday for it, but the organisers have now been told that he cannot meet the commitment.

The Royal Opera had booked Pavarotti to sing in *La Bohème* for four performances at the end of this month. The singer had the opera changed to *l'Elisir d'Amore*, and then withdrew. He has also withdrawn from a production of Verdi's *Otello*, at Covent Garden next year.

News of the singer's withdrawal has renewed speculation about his health. In February he announced that he was going on a diet on medical advice, but the nature of his complaint has not been disclosed.

A spokeswoman for Glyndebourne said: "We are disappointed. We understand he is singing better than ever, but we also hear that he has not been well. The concert will go ahead, of course, with the wonderful line-up we have."

## Two stab PC and hijack car

A police constable was repeatedly stabbed last night when he tried to stop two men he saw acting suspiciously in a street at East Horsley, Surrey. They drove off in a blue car which they abandoned near the A3 London to Portsmouth road.

The men forced a woman motorist out of her white Fiat Croma, registration number G129 APM, for which police were searching last night. The policeman, taken to hospital with shoulder, neck and hand wounds, was later described as comfortable.

## Pools record

Littlewoods yesterday paid a record double pools win of over £2.6 million. A married man and a married woman from Manchester who asked for no publicity each won £1,338,825 from a total payout of £3,942,828, also a record. The first-dividend winnings came from £49 stakes. The previous double record came in February when two people each won £1.2 million.

## Mirror pay rise

Journalists and staff on Mirror Group Newspapers have been told that they will get a 3 per cent pay rise in spite of the "horrendous damage" Robert Maxwell did to the company's finances. Ernest Burrington, the chairman, in a letter to staff, said that although a wage freeze could be justified, trading performance had been strong. "We are optimistic about our long term future," he said.

## Sounness stable

Graeme Sounness, 38-year-old manager of Liverpool football club, was stable and making good progress yesterday after his triple bypass heart operation on Tuesday. Alexandra Hospital in Cheadle, Cheshire, said.

## Classics 'defuse religious bigotry'

By Philip Howard

THE Rt Rev Lord Runcie last night called on the classics as a defence against fundamentalism. Dogmatic belief in religion or politics is the road to inhumanity, he said in his presidential address to the Classical Association.

The Christian church owes a debt of gratitude to the classical culture in which it grew up. Christians call themselves the people of the book but the writings in the Bible are remarkably cautious about the claims they make for themselves. There is, he said, only one biblical text that makes an absolute claim for scriptural authority: "All scripture is inspired by God and profitable for teaching." That comes from the second epistle to Timothy, which is one of the youngest writings in the Bible. And out of this text comes the absurd fundamentalist belief that the words of the Bible cannot be faulty or in error.

Lord Runcie said that the church has repeatedly rescued itself from fundamentalism, or the absolute claims of its own authority, with the help of the classics. The study of the classics, with their pathos and irony, would always resist attempts to force people into the neat uniforms demanded by religious or other dogmatists. Pathos and humour, our legacy from our Greek and Roman ancestors, are essential for interpreting our humanity.

Religion and the classics ought to be allies against a one-dimensional world of religious bigotry or educational utilitarianism, Lord Runcie said. But knowledge of the Bible was dwindling. In crosswords and quiz shows, the questions about the ancient world are still there, but their biblical counterparts are fading.

According to Lord Runcie, Christianity and scholarship are on the same side in the eternal war against inhumanity, barbarism and materialism. Great Christians from St Augustine to Newman to Robert Runcie have declared this ancient but obvious truth.

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## British team finds vaccine that could save millions

By Nigel Hawkes, Science Editor

SCIENTISTS at Leicester university have produced an improved vaccine against an organism responsible for the deaths of ten million people each year.

The new vaccine, being tested on animals by colleagues at the Children's Hospital in Adelaide, should help to control meningitis, septicaemia and the form of pneumonia caused by the bacterium *Streptococcus pneumoniae*. "This is probably the most important bacterial killer worldwide," Peter Andrew, of Leicester University, said. "We believe that there is a huge market for a better vaccine to deal with it."

The old and the young are the groups most at risk from

the range of infections the bacterium causes, and are also the least well protected by present vaccines. The bacterium is coated with a range of different sugars that are used as the basis of the present vaccines. By injecting the sugars alone, without the rest of the bacterium, the immune system can be primed to produce antibodies when it is attacked by the bacterium proper.

These vaccines do not work well with infants, whose immune systems are immature and apparently unable to respond to the sugars, or with the old, whose immune systems are beginning to falter. This is why, Dr Andrew says, the most vulnerable groups are the least well protected.

Dr Andrew, Tim Mitchell and the team leader, Graham Bulnois, all of the university's microbiology department, believe that they have engineered a better vaccine by linking the sugars to a protein called pneumolysin, found in the bacterium. This protein is a toxin, so it must first be rendered harmless by identifying the amino acids responsible for the toxic effects and replacing them with others. Work by other groups has shown that sugars linked to proteins are more effective at stimulating the immune response.

The result is a vaccine that should stimulate even immature or ageing immune systems into producing the right antibodies. The Australian co-workers, James Paxon and David Hansman, are testing the vaccine in mice. Clinical trials could follow within two years.

The work has been supported



**Bulnois: leader of the Leicester research team**  
ed by the Dutch Institute of Public Health, which has contributed £300,000 to be shared between the two centres. The patent covering the invention has been transferred to the Dutch for commercial development.

Dr Andrew said that one of the attractions of the link with the Dutch was that they were committed to distributing their vaccine at subsidised rates in the developing countries, where the benefits were likely to be greatest.

Professor Bulnois said that he and his colleagues had not set out to discover a new vaccine. "We were originally studying how this organism causes disease, and the vaccine possibility came out of that research," he said.

He believes that the new vaccine will have important implications for health care worldwide, although it will be several years before it is available. "This organism is the only bacterial infection to feature in the top ten killers in the Western world," he said. "In developing countries it is extremely prevalent."



Looking back: debutants at the Berkeley dress show find fashions and priorities have changed since their mothers' day

## Today's debs seek contacts, not husbands

By Lin Jenkins

ALL dressed up and nowhere to go. Not even the assembled television cameramen and newspaper photographers were allowed to record this season's batch of debutantes dressed in their finery for "coming out" at the Berkeley dress show.

The constable on duty made sure of that. The rules of the royal parks, he said, demanded that the media have a pass. No one did, although several protested that they had one in the office. The unrelenting constable threw them all out of the park.

The favoured backdrop of Hyde Park, with its daffodils swaying in the spring sunshine as the household cavalry trotted by, had to be abandoned, and the girls were asked to stand in the road for the photocall.

It would not have happened in their mothers' day, when debs were still received at court. But in John Major's classless Britain and with Neil Kinnock after their fathers' money, debs are an anachronism.

The girls modelled clothes designed not for 17-year-old figures but for their mothers

to wear at events such as Royal Ascot and the Henley Royal Regatta. Pauline de Wouters d'Oplinter was a little concerned about her figure-hugging skirt. "It's going to split, I'm sure it is," she wailed as she tottered from the park to the Berkeley hotel for rehearsal.

A Belgian with a British mother who was a deb, Pauline is proof of the departure from the days when debs were drawn only from the aristocracy. The pedigree still counts, and most are from the pages of Debut's Peerage, but the daughters

of the meritocracy are sometimes summoned.

All the girls said they were doing the show because their mothers had wanted them to. Few admitted to planning the full "coming out" with the heady round of cocktail parties, summer balls and set piece events of the season.

A-levels and university entrance take priority, and not one is using it as a chance to meet a prospective husband. Debs' delights are barely on the agenda. The girls are more interested in widening their circle of girl friends, and with them adults who

might assist careers later on.

Laura Tedder, 17, said: "I'm only doing the show. So far I have turned down every invitation I have received, but I expect I'll go to some parties in the holidays."

The Hon Camilla Astor, also 17, said her main reason for taking part was to broaden her social circle. "I didn't know most of these people last week. You get to meet lots of people and I am sure there will not be too many parties and things. We are all at the age where we are studying, and do not have that much spare time."

## Jobless students turn to teaching

By John O'Leary, Education Correspondent

STUDENTS are queuing up to train as teachers as the recession continues to hit other employment prospects. Applications for postgraduate courses have increased sharply, easing shortages in a number of subjects.

Teacher training numbers have been rising steadily for the past six years but the recession has brought a leap in demand for places. This year's secondary teaching courses have registered a 70 per cent rise in applications, and 43 for primary teaching.

In the shortage areas of science and mathematics, the increase has been steeper still. The graduate teacher training registry has seen applications double in mathematics and rise even more sharply in physics and biology.

Government bursaries have helped to swell recruitment in shortage subjects, although their impact has tended to fall off once schemes become established. One third of those completing a university postgraduate certificate in education last year specialised in the shortage subjects of mathematics, science or modern languages.

Statistics this week show that universities trained 12 per cent more students last year and a larger increase is forecast for this year. University courses are continuing to attract well qualified applicants. Four out of five of last year's students had at least a second class degree.

Mary Russell, secretary of the Universities Council for the Education of Teachers, said: "The lack of opportunities elsewhere obviously has an effect but the increase must also be due to the increased attention given to teacher training."

Fewer than 100 of the 5,456 students who completed university training last year had taken jobs outside teaching by the end of the year. For much of the 1980s, at least 4 per cent of those qualifying took other jobs, compared with 1.7 per cent last year.

More than 78 per cent of those trained in universities went straight into teaching posts, and 7 per cent were still seeking employment in schools and colleges by the end of the year.

WHAT HAPPENS TO STUDENT TEACHERS			
Post Graduate Certificate in Education students who completed courses at universities in England and Wales			
	1991 Dec	1990 Dec	1989 Dec
Teaching post in UK	4,269	3,739	3,635
Further study or research	187	62	53
Teaching/post abroad	196	196	179
Employment in UK other than teaching	95	145	209
Still seeking teaching post	380	258	256
Deferred entry to teaching for personal reasons	95	102	89
Others (eg unemployed and not seeking teaching post)	29	29	24
No information available	323	349	352
Total	5,456	4,880	4,797

Source: The Universities Council for the Education of Teachers

## Mail-order sharks hit by EC code

FROM TOM WALKER IN BRUSSELS

MAIL-ORDER firms could be barred from using direct-marketing techniques such as mailshots under new EC guidelines. The European Commission yesterday issued a code of conduct, which it hopes will come into force next year, to protect consumers against unscrupulous suppliers.

Mail-order shopping is growing rapidly in the EC, already accounting for 5 per cent of the consumer market in Britain, France and Germany.

The code proposed by Karel Van Miert, the consumer affairs commissioner, would insist that suppliers respect people's privacy. People would have the right to prevent companies from obtaining their fax numbers and from using them to send direct advertising; the Commission may also press for limits on mailshots.

The code would commit suppliers to sending sales contracts to customers, specifying what they had bought, at what price, and how they had paid for it. Under the guidelines, a customer would have no obligation to return, or to pay for, a product that was not ordered but sent on spec with a demand for payment after a certain period.

The Commission said the mail-order business in Britain had a good record, with most problems occurring on the Continent. Great Universal Stores, with an annual turnover of £2.6 billion in 1990, is the EC's third largest mail-order company. The biggest is Otto Versand in Germany, which had annual sales in 1990 of £4.2 billion.

## Deadly parasite threatens bees

By Nick Nuttall

A 25-mile exclusion zone was yesterday ordered around the town of Okehampton in Devon after agriculture ministry scientists confirmed more cases of varroasis, a deadly bee parasite that has arrived in Britain from the Continent.

Beekeepers across Britain were urged to inspect hives for the blood-sucking mite, which attacks and deforms bees at the larval stage, after the seven extra cases were confirmed near Tawton, north Devon. Confirmed cases rose to ten after field tests by ministry scientists.

The infections, of the mite *Varroa jacobsoni*, come in the wake of Britain's first reported case discovered at the weekend and confirmed as varroasis on Tuesday in the Cockington area of Devon.

An exclusion zone of over four miles was then ordered controlling the movements of bees, hives, combs, quilts, bee-products and beekeeping equipment in and out of the Cockington area.

The new order, issued yesterday under the Bee Disease Control Order 1982, extends the zone to encompass the growing number of infections

in one of Britain's biggest honey farming areas. Agriculture ministry scientists said they feared the latest cases would not be the last because keepers from all over England take hives to Dartmoor for honey production before moving them to other areas.

Medwin Bew, head of the government's national bee unit at Luddington, Warwickshire, said: "This is beyond containment... it is probably quite widespread." He said the purpose of the exclusion zone was to give ministry scientists a chance to "establish the extent and level of infection".

A spokeswoman for the agriculture ministry in London said: "This is very worrying for beekeepers. The disease has been on the Continent for around 12 years but we have, until now, been free in this country. There they have found ways of dealing with it and the bee numbers are picking up. But we have no idea how resistant our bee populations will be."

Officials said the mite posed no risk to human health and that the quality of honey was unaffected.

## Gay liturgy book finds publisher

A gay liturgy book that was withdrawn by a leading publisher of religious works after the Archbishop of Canterbury intervened has been taken up by the publisher Hamish Hamilton (Ruth Gifford writes).

*Daring to Speak Love's Name*, by Elizabeth Stuart, will be printed in October. The company said it was "proud and privileged" to publish the book, which includes liturgies for homosexuals "coming out" and prayers for people with Aids.

The Society for Promoting Christian Knowledge cancelled publication of the book earlier this month. John Polkinghorne, the society's vice-chairman, objected to the book's blessings for homosexual partnerships, which he said closely resembled the marriage service.

Some authors are considering boycotting the society in protest at its decision not to publish the book. Peter O'Driscoll, secretary of a campaign launched in defence of the work, is calling for a "concerted, broadly-based writers' boycott". The society, the Church of England's oldest missionary agency, publishes under three imprints and has 28 shops.

## Elderly couple hid £30,000

An elderly couple found dead in their home at Basingstoke, Hampshire, had about £30,000 in notes hidden around the house.

Hampshire police said that Elsie Soper, aged 73, and her husband Ted, aged 81, had both died of natural causes. Mr Soper had been dead for a few days, his wife for about a week. They were found collapsed in different rooms. Police broke into the house after a neighbour noticed milk bottles collecting on the doorstep. The couple are thought not to have trusted banks with their savings.

## Libel appeal

The former boxing champion Barry McGuigan has lodged an appeal with the High Court in Belfast against the award of £450,000 libel damages to Barry Eastwood, his former manager, for comments made in a boxing video film. Mr McGuigan's co-defendant, Channel 5 Video, is also expected to appeal. The hearing is unlikely to take place before the end of the year.

## Twin recovers

An Irish girl aged three who was separated from her Siamese twin by surgeons last week was recovering in intensive care yesterday at Great Ormond Street children's hospital in London. Although the death of her sister will be a great loss to the girl, Lewis Spitz, who led the team of specialists that carried out the 15-hour operation, said: "I think the quality of her life will be immeasurably better."

## Abductor jailed

Vincent Gorman, aged 31, from Manchester, was jailed for eight years by a Dutch court yesterday for the abduction and armed robbery of two Australian tourists in Amsterdam in July last year. Gorman was also convicted of the rape of one of the victims.

## Belles of St Trinian's run riot in station

By Michael Horsnell

IT WAS certainly not the sort of behaviour expected of young girls in Wimbledon. Shocked witnesses described yesterday how up to 200 children rampaged in and around the railway station as 30 police reinforcements were called to quell a riot which lasted almost an hour.

Their intervention left two officers groaning with back and groin injuries while their colleagues arrested five of the little dears, aged 13 to 16, with a boy of 16, all of whom were taken to Merton police station before being collected by their parents.

Richard Russell, aged 54, a taxi driver, said: "St Trinian's girls are angels compared to this lot. Their language is appalling and they are always arguing and fighting. It's frightening."

The battle of The Broadway, which runs past Wimbledon railway station, began after school on Tuesday

when girls from the Ursuline Convent and Ricards Lodge High School came to blows, accompanied by streams of unladylike language. It ended in police bail for those arrested, pending a report to the juvenile referral system for consideration of criminal charges. In between, a bucket of water was snatched from a flower stall and poured over the head of one pupil, while other miscreants jostled with dividers and compasses.

Some of the girls said yesterday that the police had over-reacted, and one said that she intended to file a complaint. A 15-year-old from Ursuline Convent said: "It all started when my friend picked up this bucket of water and threw it over this boy who was making trouble. Then this policeman in plain clothes jumped on my friend, another one of my friends jumped on his back and then another policeman came up and smashed a radio into her head. I got

hold of him and got a punch in the face as well."

Sue Thompson, whose flower stall unwittingly provided ammunition, said: "There were about 30 girls who came up here. They nicked a bucket of our water. I did not dare say anything because there were so many of them. I didn't see what happened inside the station, but later they were trying to fight the police."

David Cousins, aged 35, a builder working inside the station, said: "There was a great mob of them. There was a scuffle in the corner of the station and a bucket of water was thrown."

"It was unbelievable. The police came and it became like a riot. It escalated from a schoolgirl fight into something completely out of hand. The police took a girl away and that made it worse. A massive crowd then gathered outside."

Joely Dobbins, aged 27, of Putney

Heath, who regularly uses the station, said: "They push people when they are in the bus queue and they are really noisy. It must be quite frightening for the old people. They should be supervised by their teachers."

The schools would not comment, but Merton council's education department shrugged off suggestions that the girls' lack of discipline reflected badly on the schools. "The incident occurred after school hours, so there is no question of any disciplinary action being taken against the children by the school."

Scotland Yard confirmed that two officers and one of the girls were injured, but none badly. "Further action is being considered," he said. "Were we shocked? Nothing much does that these days. This is London, 1992, and various schools have rivalries. Our intention, and hopefully the schools', is that this does not happen again."

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**BY DAVID YOUNG**

[illegible]



## ELECTION 92

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## Pollsters' final test

## Close finish leaves all the pundits wondering

By IVOR CREWE

TONIGHT the pollsters will face their supreme test. Gallup, ICM, Mori and NOP have published their final forecasts of the election result: in addition Harris is organising an exit poll for ITN and NOP for BBC.

The MORI Times forecast of Conservatives 38 per cent, Labour 39, Liberal Democrat 20 is subject to a margin of error of plus or minus three points. Strictly speaking, there is a 19 in 20 probability that the Conservative vote is between 35 and 41 and the Labour vote is between 36 and 42, and a one in 20 possibility that either party's vote lies outside those ranges. But the probability of a poll being dead right is greater than that of being three points out.

The very similar forecast by ICM for *The Guardian* (Con 38, Lab 38, Lib Dem 20) and by Gallup for the *Daily Telegraph* (Con 38.5, Lab 38, Lib Dem 20) makes it extremely unlikely that the Mori poll is a rogue. None the less, with the Tories and Labour parties so closely matched, the Mori forecast could be accurate to within a point for each party and still have picked the wrong winner.

The NOP/*The Independent* forecast (Con 39, Lab 42, Lib Dem 17) is slightly out of line with the others. NOP seems destined to win either the gold cup or the wooden spoon on Friday.

Given the uncertain relationship between votes and seats in Britain's electoral system, forecasts of seats are especially hazardous in such a close finish. Mori predicts a hung parliament with 296 Conservative MPs, 300 Labour, 27 Liberal Democrat, seven Scottish Nationalist, three Plaid Cymru, one Independent SDP and 17 Irish SDLP. Labour could obtain an overall majority with the co-operation of the Liberal Democrats but not with the SNP, Plaid Cymru and the Irish SDLP alone. The Conservatives could not obtain an overall majority by allying with any one party and in such a parliament would find it hard to sustain even a minority government.

From the beginning, the final polls' record has been remarkably good. In 1945

the only existing polling organisation, Gallup, forecast a Labour lead of six points. Nobody believed that an ungrateful electorate would sack Winston Churchill and the poll was tucked away on the inside page of the *News Chronicle*. In the event, Labour won by nine points.

Since then the average forecasting error for each party has been small. The mainstream polling organisations have produced 39 forecast polls since 1945. The mean error has been plus or minus 1.7 points for the Tories, plus or minus 2.4 for Labour and plus or minus 1.2 for the Liberals and their successors.

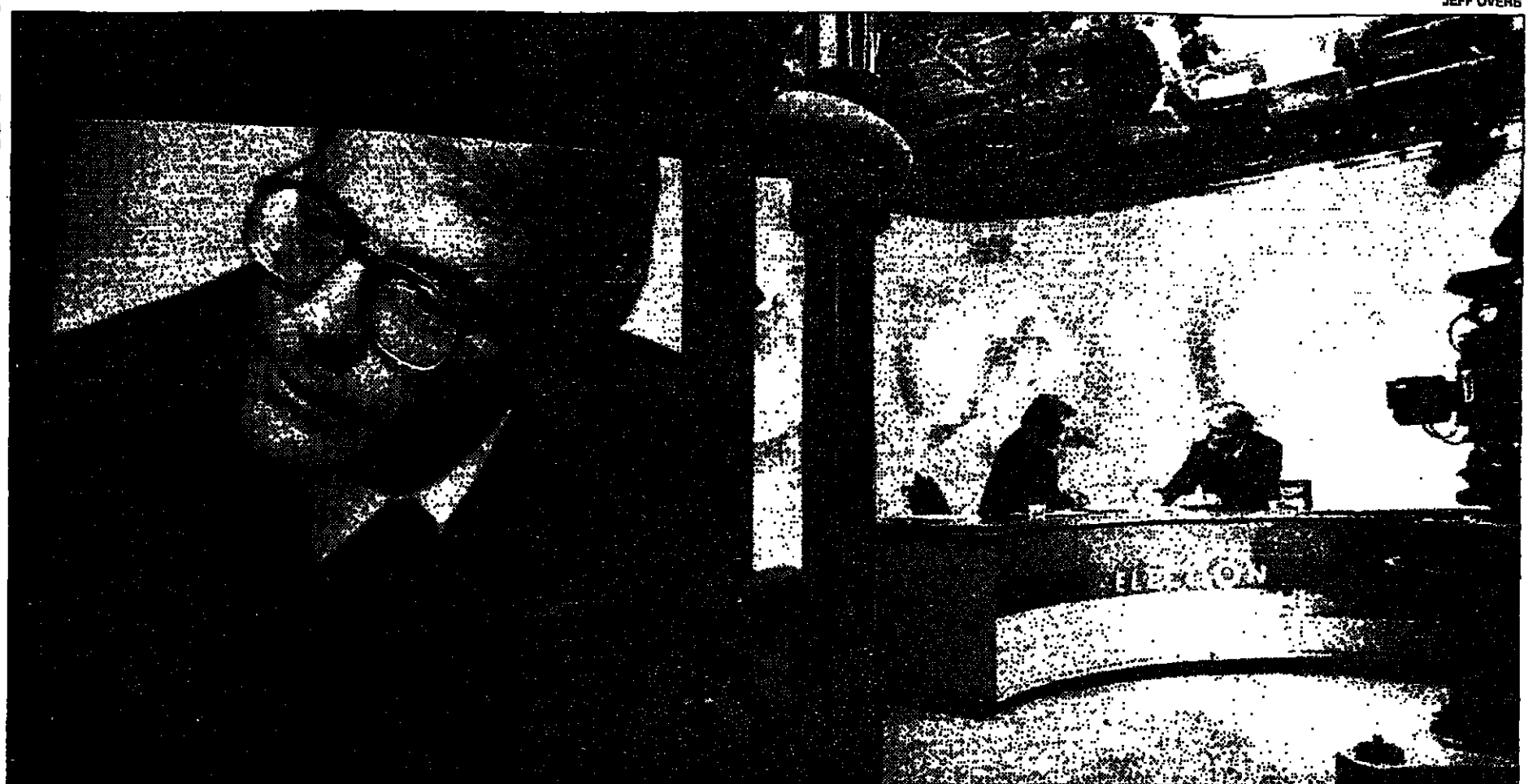
Statisticians estimate that over the long term the mean error should be about 1.5 points. The slightly larger than expected errors occur because voters can switch in the 24 hours between the completion of the interviewing and polling day and because the true margin of error may exceed the plus or minus three points claimed by the pollsters. Quite why the Labour vote has been more difficult to forecast accurately than the Conservative vote is unclear.

The mean forecasting error in the gap between the two parties is plus or minus 3.7 points. In one sense this is admirably accurate. But if today's forecast polls are out by that much it would mispredict the outcome in 19 Conservative-Labour marginals, and thus be 38 seats out in the forecast of the size of the parliamentary majority — an uncomfortably wide margin in a close contest.

Among the mainstream companies Mori wins the prize for the most accurate forecasts — so far. Its average error on the gap between first and second party has been a remarkably small 0.6 points. But Mori has published forecasts for only the last three elections. Longer established organisations such as Gallup (13 forecasts, 3.3 point average error) and NOP (nine forecasts, 3.9 point average error) have had more time to be unlucky.

Ivor Crewe is professor of government at the University of Essex.

Tory advance, page 1



Double vision: Tony Blair, from London, as he was innocently announced to the country when he telephoned BBC1's *Election Call* yesterday morning, hit the target when he questioned John Major — pictured above in the studio — about his attitude to a minority

Labour government (Philip Webster writes). Succeeding where dozens of journalists had failed, he criticised the prime minister to admit to the possibility, however remote, of Labour finishing ahead in today's general election. Until questioned by Mr Halmos, Mr

Major had maintained that, because it was a hypothesis he did not accept, he would not speculate about it. As it turned out, Mr Halmos was by no means a disinterested observer. He is a public affairs consultant and former Lib Dem press officer who has been

working during the election as a volunteer in the party's campaign, helping to run Paddy Ashdown's tour. He says that he told the BBC about his occupation and his support for the Liberal Democrats when he called in, although he did not mention where he had been

working during the campaign. Mr Halmos's coup was yet another example of the way the public has made the running in putting the politicians under pressure.

Major admission, page 7  
Leading article, page 25

"I think he is in a bit of a dither actually, and a little bit of rest today will enable him to continue to do his duty this evening and tomorrow"

— Neil Kinnock, on John Major

"Get stuffed boyo"

— plane trailing a message for Mr Kinnock as he arrived at Blackpool airport

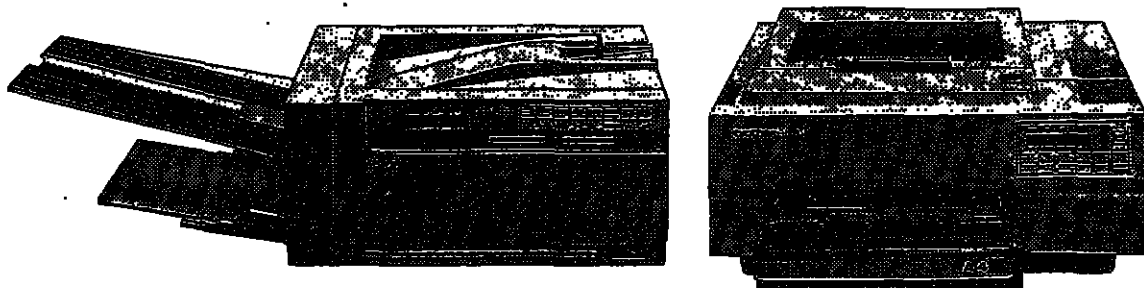
"We must pressurise a Labour government just as hard as we would any government"

— Arthur Scargill

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— Paddy Ashdown

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## Flame that casts no light

"IF YOU can't set the country ablaze," Hugo Young wrote in yesterday's *Guardian*, "arguably you should not be seeking office in this day and age." I wonder why he put that "arguably" in? A little fastidious shudder, perhaps, at the vulgarity of life.

Arguably, our nation does not especially care to be set ablaze, but likes money in its pocket and is dismayed that Mr Major has not been able to arrange for this. Arguably, no campaign device, however incendiary, can alter that... but I am not a serious commentator, thank God. We light columns, though, see a bit too.

We see conventional journalists settling like a shroud over the record of Mr Major's campaign. The campaign was "lacklustre", we hear. Major "failed to get the message across". There was no "rousing theme". It was "negative". His bus didn't go anywhere nice. The press conference room at Smith Square was too hot. The prime minister pronounces "want" incorrectly. Chris Patten had bags under his eyes. Some people in the Major entourage were called Tim... political commentary is a weaselly business: more weaselly than politics itself.

Journalists sniff around what they think may be a wounded beast with caution, like dogs, each anxious to earn a reputation for taking the earliest nip, each fearful lest he misjudge his prey.

So the dogs hang back, barking, taking dummy runs, until one or two summon the pluck to go in for a bite. If the beast cannot shake these off, the others pile on. Within hours the "I told you so" and the "it was always inevitable" begin to roll.

Before we succumb to the retrospective wisdom, try this exercise. Imagine the morning after John Smith's "shadow" budget. The dogs were circling round Mr Smith for a day, remember? The word was that this was the false move which was to doom Labour's campaign. Now imagine that the tide of opinion polls began to turn, not in favour of Labour — as it did — but against. Imagine it continued so that, by now, it was clear the Tories were winning.

But imagine that, apart from that difference, both campaigns had continued

### CAMPAIGN SKETCH

MATTHEW PARRIS

just as, in the event, they did... what is it in Mr Major's demeanour, style of interview, or glad-handing around the country that we should now be so sure added up to a "bad" campaign? And are you confident that Mr Kinnock's sweetly choreographed triumphalism and cellophane-wrapped insulation from unscripted encounters with real people would be earning the media's applause for its skill?

Think back to the TV interviews you saw the Labour leader handle; suppose them accompanied by worsening polls, and ask yourself whether the vocabulary of "statesmanship", "prime ministerial qualities", and "diplomacy" would be flowing as freely from our pens. Of course not. We would be writing that Labour's campaign proved his managers did not trust him. The public had rumbled

his evasive technique: an interview, we would say. It was always inevitable.

Mr Kinnock's campaign will be remembered. For the moment, it will be remembered for its skill, as was Harold Wilson's first campaign. But if he does not deliver, as Harold Wilson did not, minds and video-recorders will wind back to the circus horses astride which he rode to Downing Street, and the recollection will sour. Whipped cream, when it turns, turns very rancid, especially when sugared.

And the Major campaign? It did not, Hugo Young is right, set the country ablaze. It lacked volatility. It was at times amateurish and often dull. But the qualities it displayed will keep. Reviewing the last three hectic weeks — the speeches, interviews and walkabouts — my own impression is that Mr Major has been rather lucid, rather straightforward in his remarks, that he has answered questions with unusual directness and always seemed fair, and that his manner has been intelligent and pleasant throughout.

We were not set alight. Mr Major was bequeathed a very damp woodshed. Never once did he complain. It was an honourable performance. If party leaders review videos of past campaigns, as the rest of us watch camcordings of our holidays, Mr Major may find himself nodding off, or fast-forwarding some of the duller coach outings; but nothing here will make us, or him, squirm.

Tomorrow morning that may not seem the important thing, nor the manner in which Mr Kinnock achieved his victory. But it will be.







## Major shows reluctance for second poll this year

By Philip Webster and Nicholas Wood

THE prime minister acknowledged openly for the first time yesterday the possibility that the Conservatives might not immediately try to bring down a minority Labour government by voting against the Queen's speech. John Major, while voicing confidence that his party would win today's vote, also conceded that the election was tight because of the recession.

Asked at his final press conference why it appeared to be such a desperately close election, Mr Major replied: "I think it is called a recession. If it were not for the recession; if it were not for the difficulties and bruises caused by the recession, I do not think there is any doubt there would be an increased majority for the Conservatives."

"Recessions hurt people. I still remain confident that we

will not just have a majority but a clear majority."

Mr Major also broke the golden rule that politicians should not get drawn into hypotheses by at least admitting the possibility that he might let through a Labour Queen's speech. A Liberal Democrat activist on the BBC's *Election Call* asked Mr Major whether, in a hung parliament with Labour the largest single party, he would follow the example of Edward Heath in 1974 and abstain on the first Queen's Speech.

He said: "I would study what was in the programme and what I thought was in the interests of the country. But I think it is so far off the beam of what is going to happen that I really would not wish to say any more about it." Mr Major added that at this stage he could not know what might be in the legislative programme of a minority Labour government.

His answer betrayed the concern of all the parties, which do not want to be blamed for bringing down a new government and plunging the country into an immediate second general election.

Mr Major effectively handed some ammunition to his opponents. Neil Kinnock was quick to claim that Mr Major had already conceded defeat. The Labour leader, campaigning in Accrington, Lancashire, said: "It means he has accepted the fact that we are going to form the government. But I think he won't be presented with the opportunity to vote down a minority government — it will be a majority government."

The prime minister was questioned closely on his remarks at his press conference. He said that he had only responded to the point after making plain on two occasions that it would not be the position he would face, and that the Conservatives would win with a clear majority. He said he had responded out of "intellectual interest" in the hypothetical question.

He had also said when looking at the hypothesis that if "in such an unlikely event" the Labour party produced anything remotely like the policies that had been set out, the Tories would vote against them.

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Diary, page 24  
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Dropping no bricks: Neil Kinnock at a clay works in Accrington, Lancashire, yesterday, when he tossed a rose-imprinted brick and caught it to show his confidence. "Kinnock drops brick sensation ... not going to happen," he said

## Kinnock offers vision of applied patriotism

By Jill Sherman, Political Correspondent

NEIL Kinnock said last night that Labour would restore Britain to leading international respect for its civilised standards and competitive performance. His final appeal to floating voters was a Labour vision of investment, justice and confidence.

The British had a choice of recession and relegation with the Tories or recovery and promotion with Labour, he said. In an impassioned speech before party supporters at Barry, South Glamorgan, Mr Kinnock called on the electorate to turn its back on 13 years of division, injustice and waste and to welcome the freedom of economic success and social progress, "a country advancing instead of slipping back".

A confident and buoyant Mr Kinnock, who earlier served champagne on his campaign plane, Red Rose 1, said that by the end of the millennium he wanted to see Britain admired throughout the world for its economic strength, industries and the care given to the sick, children and the elderly. "In the year 2000 I want to be able to look anybody in the eye and

be able to say: 'Eight years ago you, the British people, gave us a chance. And we did not let you down.' I want to be able to say: 'We put Britain back in the lead where it belongs.'"

He hoped that by then the country would be the builders of a new Europe, the pacesetters in setting environmental standards and combating the poverty of the poorest nations. "They are realistic aspirations for a

country with great talents, great creativity, great enterprise. A country with a capacity for hard work and bright ideas."

Through "applied patriotism" Labour would push forward the changes that people wanted and ensure that they could succeed and contribute to their community. He wanted a country where science and small businesses flourished and where all the talents of design and art, of mathematics and music, of engineering and invention were nurtured and valued. "Instead of the brain drain which now weakens our universities and industries, I want the brightest and the best to return to Britain."

The Tories were desperate because they could not escape their past failure or their record of complacency about the economy and their contempt for the very idea of society. "And tomorrow they won't escape the verdict of the people. They want change. Positive change, planned change. Not the change of experiments in schools and chaos over the poll tax and turmoil in the health service."



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## Currie bets on being first past the post

BY BEN MACINTYRE

A RIPPLE of apprehension ran through the assembled punters in a Derby town centre betting shop as Edwina Currie, resplendent in a glacial blue suit, made her entrance.

Mrs Currie is well known for her strident opposition to many of the things that Derby betters hold dear: greasy food, cigarettes and, of course, eggs. With a basilisk stare at the wreaths of tobacco smoke she remarked: "I've only been in a betting shop once before and that was to open a no smoking establishment." One or two stubbed out their cigarettes guiltily as the second most opinionated woman advanced to place a bet, having chalked up her first controversial remark of the day.

Lord Waddington, who was accompanying the Tory candidate on the last day of campaigning, said in an undertone: "I stopped smoking two weeks ago and I can definitely confirm that giving up is unhealthy. I don't feel any better and I want to kill people."

Her wager, any winnings

1987 result: Mrs E Currie (C) 31,827 (49.1%); J D Whitby (Lab) 21,616 (33.2%); J Edgar (SDP/All) 11,509 (17.7%). Conservative majority 10,311 (15.9%).

from which are earmarked for an asthma charity, was no surprise — £50 on the Conservatives to win an overall majority — but the odds may have given Mrs Currie pause for thought: Labour is 6-4, the Conservatives are 7-1.

"Your rivals over the road have apparently closed the book on me, because it's obvious I'm going to win," she told the manager, who tactfully remained quiet about his own odds. In fact the race for South Derbyshire is anything but a foregone conclusion.

Although Mrs Currie has considerable energy and organisational talent, her combative personality and tendency to make her opinions sound like threats have earned her a fearsome reputation and she has alienated some potential Tory voters.

Before her arrival, Oliver Sullivan, a veteran punter, had been bullish. "We don't hold with women telling us what to do here," he had said.

In February, she said that Margaret Thatcher was in danger of becoming "old and mad and silly and wrong" and ought to shut up. That was a mistake in a part of the country where most voters still see the former prime minister as young and sane and sensible and right.

Times have changed since Mrs Currie won her 10,000 majority in 1987. She could once paint a picture of a typical south Derbyshire voter: laid off by the collieries, he had taken to business, bought his own house and a two litre car and spent his holidays in Florida rather than Skegness.

Now the recession has hit South Derbyshire particularly hard, and businesses are closing at an alarming rate. Her Labour opponent Mark Todd, a former Cambridge councillor and publisher, has made inroads by promoting an image of steady reliability in contrast to Mrs Currie's mercurial tendencies.



Currie, terror of the unhealthy, battering her way through Derbyshire South

## Lib Dem poster hits home

Too many negative advertising waves have washed over cynical voters, reports Melinda Wittstock

ONLY one political advertisement has struck a nerve with floating voters: a Liberal Democrat poster ridiculing all the Tory and Labour advertisements.

Voters in the constituencies of Richmond, Battersea and Derbyshire South have told London advertising agency Reay Keating Hammer that they are fed up with "negative, bash the opposition-type advertising" used by the Conservatives and Labour. They made an exception for the Lib Dem poster, which had Labour posters on the left, Tory posters on the right, and the message: "What ever happened to education, Europe, the environment, constitutional reform, transport, housing and energy?"

Chris King, the account executive who did the research, said: "It is by far the most powerful ad of the campaign. It has touched a nerve with the voter none of the other ads have got near to."

Respondents overwhelmingly described all political advertising as childish, desperate, aggressive and unsophisticated, while complaining about the lack of solid information. They also felt more cynical, sceptical and confused than at the beginning of the campaign.

A late decision by the Tories to bring back a poster of John Major surrounded by children was having some positive impact but other Conservative advertisements were described as sinister and criticised for treating voters like idiots. Mr King said: "There has been too much pounding, whammies, bullets and bombing. The ads look scary and for many voters that translates into: they are trying to scare us because they are scared themselves."

Labour posters won the best reception from younger voters but most surveyed criticised the negative attacks on Tory health and education policy. "Voters say they know Labour disagrees with the Tory policy but they want to know what Labour intends to replace it with," Mr King said. "The parties must be doing the same research. People want more positive and informative advertising."

## Bored TV viewers turn off

Television viewers bored with the election campaign are turning off their sets in huge numbers when party political broadcasts come on, figures showed yesterday.

The independent Barb audience survey found that on March 24, the night of Labour's health service broadcast, 6.3 million saw BBC1's *Nine O'Clock News* but only 4.3 million people watched the party's film. Average audiences for most main news bulletins in the first two weeks of campaigning were down slightly on the averages for the first two months of the year.

ITN and the BBC denied that viewers were turning away from the election coverage and insisted that the downward trend was very gentle. ITN welcomed the figures as showing its *News at Ten* programme moving ahead of the rival *Nine O'Clock News*. The BBC countered that across the range of news programmes its audiences were greater than ITN's.

## Helicopter poll

For the first time, all three constituencies in the Highlands will announce their results overnight instead of the next day. Ballot boxes from remote polling stations will be collected by helicopters in an operation costing £21,000. But on the remote west coast island of Eigg, weather could prevent a helicopter landing and a launch is standing by.

## Fact and fiction

Jeffrey Archer, the novelist and former Conservative MP, hopes that his own prediction on the result of the general election does not come true. In his novel *First Among Equals*, written in 1984, Archer said there would be a hung parliament, with the Conservatives winning 293 seats, Labour 292 and the Liberal Democrats 47.

## Cards error

A blunder by officials led to hundreds of polling cards in Neil Kinnock's constituency of Islington stating that a polling station was at an old people's home that was demolished some months ago.

## Loony offer

Freddy Zapp, who is standing as a Loony candidate in Falmouth and Camborne, has promised to donate his £500 election deposit to local charities — if he retains it.

VOX POP by Peter Barnard

## Turn off the heat for all-night beat

Starting at four o'clock tomorrow morning, BBC1 is planning to run two programmes called *Moment of Truth* and *Catch A Fallen Star*. If this seems a bit late to begin the election coverage, the programmes titles are, in fact, a little joke by the schedulers.

Those programmes are nothing to do with the election and may indeed be cancelled if the BBC is in what is being called "hung parliament mode". In that case, the BBC coverage will continue until 6am, which is ITV's scheduled stopping point.

The all-night election television vigil, starting at 9.50 tonight on BBC1 and 10pm on ITV, is an unbreakable appointment for those of us who are political junkies. Ever since the era of beer and sandwiches at Number 10, I have been consuming coffee and sandwiches at various addresses, the secret of survival being sustenance and remembering to turn off the heating: leave it on and you will surely succumb to sleep.

Election night television is not what it was. The dreaded exit polls, which tonight will be in at about 10pm when the polls close, have become the election equivalent of knowing the Cup Final result before the match, although in 1987 the BBC's poll hopelessly understated the Tory majority. The BBC promises to do better this time. What a pity.

The trouble is that the exit poll is unavoidable: it is no use turning the sound down or averting one's eyes. The studio experts persistently refer back to it thus my plea this morning for tactical lying: tell exit pollsters anything but the truth. After the exit poll lies we have an hour's break. At 11pm comes the first result (Torys piped Gaidford last time), followed by the first exercise for Peter Snow's rejuvenated swing-

ometer: "If this was reflected throughout the country..." etc. If Torbay wins again, watch what happens to Tory Rupert Allason's 9,000 majority over the Lib Dems (the Alliance in 1987) for a clue to the Lib Dem challenge.

The next half-hour should produce results from three Tory marginals: Labour is running second in two and the Lib Dems are second in the third. There could be 25 results in by midnight but, if the opinion polls are right, recounts may reduce that to 15 or so.

We could have a strong clue as to the overall winner before 1am. By then well over 100 results should be in, usually enough to produce a winner if the contest is not to be all that close. By 1am, Labour needs 12 to 14 gains to be confident of an overall majority. If the Tories have lost five seats or fewer, they could still have overall control.

By 2.45am, 500 results will be in and the rate of returns will have slowed from at least three a minute to less than one a minute. About now the Tories will pass the overall majority figure of 326 if they are going to. If a hung parliament is signalled, results from Northern Ireland (after 4am) and even some far-flung rural constituencies (starting at 11am tomorrow) could have a bearing.

Long before then, the BBC's anchorman, David Dimbleby, and Jon Snow at ITV will be down to shirt-sleeves and loosened ties, standard issue for election night. As for the ratings battle, that is usually won by the BBC, but this time there is a new factor in the shape of Sir Robin Day, who will be holding court for ITV. He once stood as a Liberal candidate: you can never tell what will happen when rogue parties are on the scene.

## AN INVESTMENT FOR THE FUTURE

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With 2 great offers on this week, there's never been a better time to buy a Magnet kitchen. In the Magnet Grand Giveaway you can get up to £1,000\* in Cash-Back. Unbelievable! Just come in to your local showroom and see for yourself!

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WHY COMPROMIZE?

# Magnetize



## Harsh words on Europe strike chord in Essex man

BY ALAN HAMILTON

ON A hazy spring morning Southend pier, which claims to be the world's longest, reaches into the infinity of mist beyond the Essex mudflats. Its end lost in mist. Fog at sea. Continent cut off. Sir Teddy Taylor would be more than happy if the Continent were never seen again.

Despite nurturing a constituency which is nearer the continental land mass than most, Sir Teddy is one of our most fervent anti-Europeans. His Tory majority of 13,847 seems as impregnable as a Martello tower, defended by legions of Essex Men who come here from the East End via Romford, Ilford and Basildon, to retire and die, at the end of the worst British Rail commuter line in the entire country, on which the signals are two years older than the 55-year old retiring member seeking re-election.

There is more misery now in Southend East, he says, than ever he saw in his native Glasgow. Patients at surgeries in his former seat of Cathcart used to seek his help

### SOUTHEND

1987 result: E M Taylor (C) 23,753 (58%); H J Berkeley (SDP/All) 9,906 (24.2%); D R Scully (Lab) 7,296 (17.8%). Conservative majority, 13,847 (33.8%).

because they could not pay their gas bills. Now his constituents face wholesale unemployment. It is, says Sir Teddy, pretty well all the fault of Europe.

"The recession has been made easier for me on the doorsteps of Southend because I have been telling them for three years that we have been heading for disaster."

"I have told them that if we joined the ERM we would have artificial recession, just as we had an artificial boom under Nigel Lawson."

Sir Teddy, a rare Glaswegian teetotaler, is sitting in a pub next to his campaign headquarters and drinking coffee. He admits that things are not all hunky-dory in

Southend: jobs being shed and houses becoming unsaleable.

"It's all so unnecessary. Just free the pound from the ERM and cut interest rates tomorrow; it would be terrific. Europe has not figured in this election campaign because both main parties are terrified to raise the issue."

From his eyrie in Southend, Sir Teddy sees the Tory party gradually moving away from support for Europe. "There's no doubt about that; there's always been 20 or so backbenchers who have always been for it, another 20 like me who have always been against it, and the rest just go with the tide. The tide is turning; the message is getting through in Southend, and I think elsewhere, that the EC is not a good thing."

Sir Teddy's voters, sadly, are occupied by more mundane concerns. He expects to lose a proportion of his massive majority to Labour, whose candidate Graham Bramley he generously admits is a decent chap and who will pick some of the substantial Southend OAP vote on Labour's promise of an immediate £5 rise in pensions.

Some years ago Sir Teddy had a plan to privatise the Fenchurch Street-Southend line and run decent trains on it, but the government — his government — stamped on it for fear of a national rail strike. Now BR is spending vastly more to help build the Eurotunnel link station at Waterloo.

Sir Teddy has been accepted by the Essex Men. "I think the secret of my success is that in the 12 years I have been here, nobody has understood a single word I have said." We assume this to be a self-deprecating joke about his Glasgow accent; his anti-European views are well understood down among the whelk stalls.

Bernard Levin and Diary, page 24  
Leading article and Letters, page 25  
Vulnerable MPs, L&T section, page 1

## Up the creek with Labour's luvvies

Knowing that his London seat of Newham North West is safe from Tory predators, Tony Banks was able to take time off yesterday morning to help his party. It was a day to focus on issues, to haul floating voters on to dry land by convincing them of the reliability of Labour's lifebelts. So we went on a boat trip up the Thames.

Joining Mr Banks on The Naticia's passenger list were his colleagues Bryan Gould, Paul Boateng, Harriet Harman and Joan Ruddock. Baroness Blackstone was on board. So were several luvvies for Labour gathered up by the party's celebrity unit, likely lads such as Colin Welland, Ken Follet and Rodney Bewes.

It was an historic London journey. We were piped aboard by a beefeater, a Sherlock Holmes, a Dick Whittington, pearly kings and queens and a cocktail bar quartet. "As we are now leaving Charing Cross pier we must advise you of emergency exits off this boat," the captain said over the intercom, offering what might be the last chance to jump off the Labour bandwagon for five years.

At Butler's Wharf, near Tower Bridge, the luvvies and their Labour hosts welcomed on board a score of London candidates with claps and hugs, as if the wannabe MPs had just completed one of those EST personality transformation courses and were being embraced into the fraternity. We headed for Westminster.

There was even a cake to celebrate Tony Banks's 47th birthday. "You'd be surprised how many politicians are Aries: Neil Kinnock, John Major," which is about the closest Tony Banks gets to boasting about his similarities to any Conservative prime minister. Scarred by his leftie image, he does not expect to get even a peep at junior office if Labour gets in, although he would like to. But he is still called on to speak in neighbouring marginals, partly because of the safety of his own seat, partly because he is one of the few politicians in the campaign

still eager to argue passionately about his beliefs.

"I've done a lot of meetings in marginals. For a simple reason, which is that the people of Newham North West would not thank me for piling up a bigger majority in Newham North West if we lost the election. The people of Newham North West want a Labour government. If we win, then the people of Newham North West win twice. They get me and they get a Labour government. We are one of those areas where the vast majority of people, touching 96 per cent, will benefit from John Smith's budget."

"I'm not going to pull your heartstrings, because journalists don't have them. It's all very well for those fat bastards who say we can't have a £3.40 minimum wage, but they should come down to Newham and see how people are hanging on by their fingertips. This country is going down the tubes."

So when you ask if he thinks it extravagant of Labour to squander cash on a fancy boat trip, it surprises you to hear it was his idea. "I always suggest boat trips. The East End has always depended on the river, more than people up this end."

Mr Banks thinks that Labour will "probably scrape it" today, although he has been unimpressed by the level of debate. "The election campaign has been too introspective. I'd like to have seen more about the Third World, developments in Europe. We're in such deep doo-doo. That's why the economy has been focused on."

Just as he is building up almost as much steam as The Naticia we dock at Westminster, where a town crier symbolically welcomes them all to Parliament and proclaims "that they are fit to represent the constituencies they are standing in". Peter Moore, the town crier, says he was booked by Tony Banks, who was his last boss when he ran the GLC. "I'll be his next one too when we get hold of London again," Mr Banks says as he disembarks.

JOE JOSEPH



Borders patrol: Lord Whitelaw and Shirley Finlay-Maxwell, the Conservative candidate for Roxburgh and Berwickshire, campaigning with a visit to staff at a knitwear factory in Hawick

## Port dismisses ghost of Owen

BY JOHN YOUNG

LABOUR is confidence itself in Plymouth Devonport. "I must have knocked on at least 2,500 doors in the last four weeks, and not a single person has mentioned David Owen." So says David Jamieson, who is expecting to regain the seat for Labour 11 years after its then representative defected to co-found the Social Democratic party.

There is little sign of the good doctor's shadow still stalking the streets of the constituency he first won for Labour by a whisker in 1974. Maybe that is because, as his enemies unkindly observe, he spent very little time there, or maybe he is seen as just another famous former MP. In the last 70 years Devonport has also been represented by Nancy Astor, Leslie Hore-Belisha, Michael Foot and Dame Joan Vickers.

A poll in yesterday's local evening paper gives Mr Jamieson 42.8 per cent of the vote, with 30.9 per cent for the Conservatives and 21.6 for the Liberal Democrats. The SDP, which still has a candidate in the field, is relegated to "others", which total 4.7 per cent.

Much has changed in

Devonport since the heyday of the SDP Liberal Alliance, and mostly for the worst. The great naval dockyard, now privatised, has shed some 10,000 jobs and much of the area is as shabby and decrepit as the inner parts of much larger cities.

Because of its long connection with the armed services, which tends to breed a certain conservatism, Devonport has never been a Labour stronghold. But Mr Jamieson, 44, vice-principal of a compre-

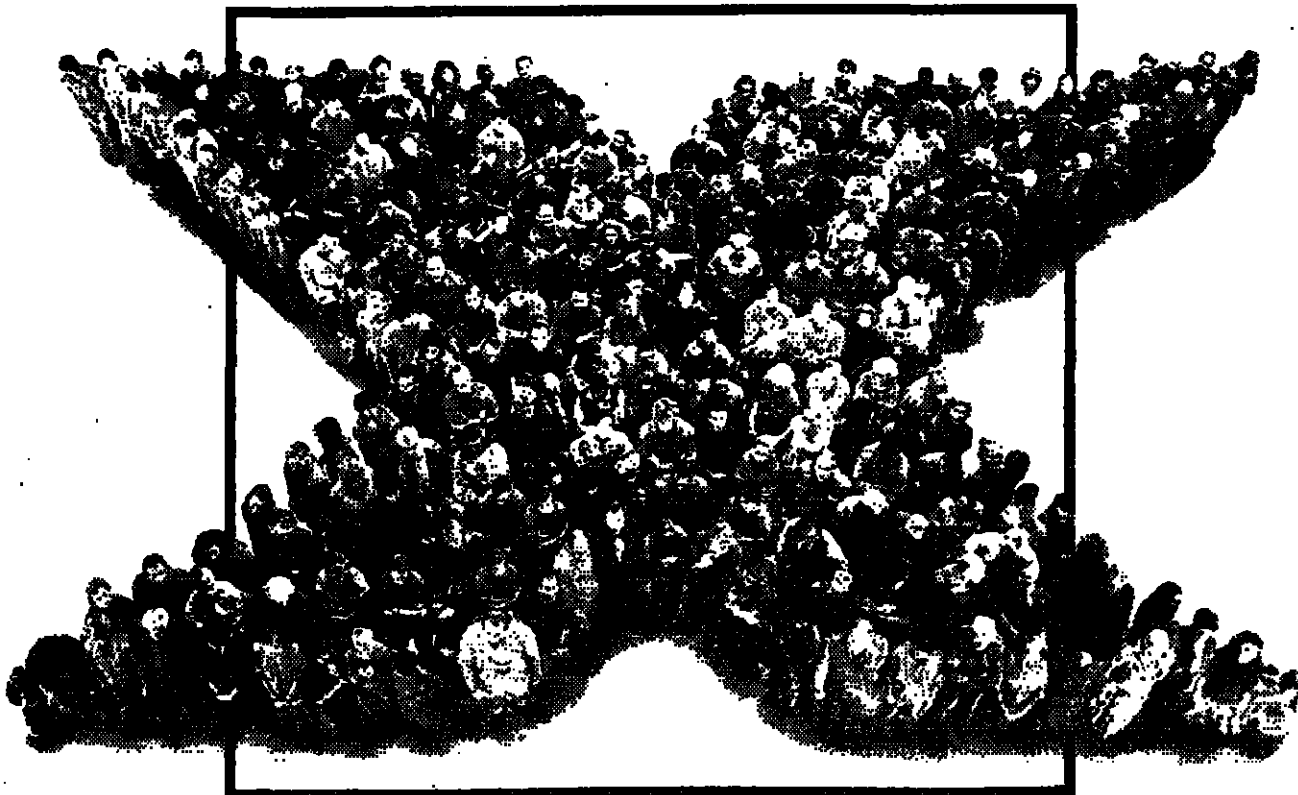
### PLYMOUTH DEVONPORT

1987 result: D A L Owen (SDP/All) 21,039 (42.3%); T Jones 14,569 (29.3%); I Flintoft (Lab) 14,166 (28.5%); SDP Alliance majority: 6,470 (13.0%).

hensive school, says that people blame the loss of defence jobs on the Tories.

Dr Owen is openly hated by the local Labour party, and his recent stated preference for a Conservative government was neither unexpected nor unwelcome. "We were jumping for joy," Mr Jamieson says. "It exposed him for the hypocrite he is."

FUNNY  
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IMPORTANT  
DECISIONS  
START  
WITH AN 'X'







In the last 12 years, the NHS has lost nearly a quarter of its beds through under-funding. Wards have closed and re-opened as private wards. Health authorities have refused to carry out routine operations on the NHS.

Britain now spends less public money on health as a proportion of national income than France, Germany, Italy, the Netherlands or Ireland.

As a result, those who can, pay. Those who

can't, pay too. By joining waiting lists so long that people have died waiting.

The cheque book approach to health-care isn't just costing patients money. It's costing lives.

You can choose a better future. Make sure you do.

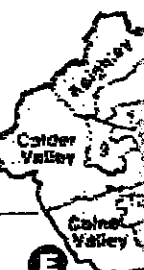
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Election result on 2% swing	C 402	Lab 203	L/Dem 20	SDP 3	Nat 6	Irish 17					
C majority: 153											
C gains from Lab: 18	The Wrekin	Aberdeen S	Leicester S	L/Dem gains from Lab: 5							
Carlisle	West Bromwich E	Tooting	Walsall N	Smy Valley							
Halifax	Leicester W	Derby S	Leicester E	Islington SW							
Chwyd SW	Oxford E	Nottingham N	Edinburgh S								
Walsall S	Bristol S	Birmingham									
NO SWING BETWEEN CONSERVATIVE AND LABOUR											
Election result on no swing:	C 377	Lab 229	L/Dem 19	SDP 3	Nat 6	Irish 17					
C majority: 103											
C gains from Labour: 6											
Mansfield	Glanford & Southhorpe										
Bradford S	Crews & Nantwich										
Norwich S	C gain from L/Dem: 1										
Dewsbury	Brecon & Radnor										
NO SWING BETWEEN CONSERVATIVE AND LABOUR											
Election result on no swing:	C 377	Lab 229	L/Dem 19	SDP 3	Nat 6	Irish 17					
C majority: 103											
SWING FROM CONSERVATIVE TO LABOUR											
Election result on 1% swing	C 365	Lab 240	L/Dem 20	SDP 3	Nat 6	Irish 17					
C majority: 79											
Lab gains from C: 11	Thurrock										
York	Ipswich										
Wolverhampton NE	Bolton NE										
Dulwich	Battersea										
Walsley	L/Dem gain from C: 1										
Nottingham E	Portsmouth S										
Stirling											
Election result on 2% swing	C 367	Lab 247	L/Dem 21	SDP 3	Nat 6	Irish 17					
C majority: 63											
Lab gains from C: 7	Ellesmere Port & Neston										
Lancashire West	Langbough										
Babey & Spen	Corby										
Hornsey & Wood Green	L/Dem gain from C: 1										
	Stockton South										
Election result on 3% swing	C 336	Lab 263	L/Dem 26	SDP 3	Nat 6	Irish 17					
C majority: 21											
Lab gains from C: 16	Bury S										
Nottingham S	Basildon										
Walthamstow	Streatham										
Tynemouth	Birmingham Northfield										
Hyndburn	Birmingham Yardley										
Cardiff C	L/Dem gains from C: 5										
Birmingham Selly Oak	Cambridge North East										
Hampstead & Highgate	Edinburgh W										
Cannock	Hereford										
Darlington	Bath										
Warwick North	Colne Valley										
Pendle											
Election result on 4% swing	C 325	Lab 273	L/Dem 27	SDP 3	Nat 6	Irish 17					
No overall majority. C short of majority by 1											
Lab gains from C: 10	Stough										
Stockport	Kingswood										
Warrington S	Sherwood										
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## The mechanics of succession

## Major and Kinnock stand by for a spell of cabinet making

IN AN election as tight as this, it could be as late as 3.30 tomorrow afternoon before we know the final outcome. That is when we should hear the results from Broom and Radnor, where the Liberal Democrat Richard Lacey scraped in at the last election by 56 votes. The three-way Welsh marginal will be one of 36 seats not to declare overnight.

In practice, the pundits should tell us a lot sooner. First clues will come from the ten results to be declared before midnight, including such weather-vane seats as Torbay, Portsmouth South and Hyndburn. A further 105 due to declare before 1am should give the chance to iron out any vagaries of regional variations and provide a clear picture of the likely outcome.

A further 335 results will come in a rush between 1am and 2am, recounts

permitting, and almost 200 between 2am and 3am, with the rest dribbling in between then and 4.30am.

John Major, with one of the safest Tory seats, will wait at the Huntingdon count until 2.30am and will then go to Conservative Central Office before snatching an hour or two's sleep at 10 Downing Street. Neil Kinnock, who will know his own result about 1am, will stay in his Iswyn constituency until a clear picture emerges, which may not be until the morning. Paddy Ashdown should know his Yeovil result quite early and will be able to stand by his telephone from about 12.15am.

After that, all depends on the arithmetic. If the Conservatives retain their overall majority, Mr Major will start forming his new cabinet tomorrow, but is unlikely to complete it until Saturday.

By the early hours it should be clear who will be forming the next government. Robin Oakley writes. The party leaders, with every other bleary-eyed election addict, will stay awake to find out

There would be a significant reshuffle even if the cabinet casualties in the election were kept to a minimum. Chris Patten, Tory party chairman, is threatened in Bath; Ian Lang, the Scottish Secretary, in Galloway and Upper Nithsdale; and Malcolm Rifkind, the transport secretary, in Edinburgh Pentlands. Mr Major is planning to have a free day on Sunday and to complete his ministerial appointments on Monday. The first cabinet meeting would be on Tuesday or Thursday.

The position would be more complicated if the Tories lost their overall majority but remained the largest single party. In those circumstances Mr Major could decide to stay on, seeking to form a coalition, or could try to govern as a minority, surviving from vote to vote. The prime minister remains in position, whatever the election outcome, until he goes to Buckingham Palace to hand his resignation to the Queen or is defeated in a confidence vote.

But the British system is a brutal one. Unlike American presidents, British prime ministers who lose an election are

not eased out gently. If Labour has won, then Mr Major will find the removal van at Number 10 within hours. Andrew Turnbull, his private secretary, would be leading the clapping as the civil service team in Downing Street applauded Neil Kinnock into the hall some time tomorrow. If Labour wins outright, Mr Kinnock plans to complete his cabinet by Saturday morning.

Under Labour's rules, he has to give a job to every one of the 18 elected members of the shadow cabinet, but it does not have to be the same portfolio that they have held in opposition. John Smith as shadow chancellor, Gerald Kaufman as shadow foreign secretary, and Roy Hattersley as deputy leader and shadow home secretary have been promised their posts in government.

Mr Kinnock is also expected to accommodate Martin O'Neill, his defence spokesman, and Kevin McNamara, Northern Ireland spokesman, who are not elected members of the shadow cabinet. He will need to find places, too, for a Lord Chancellor and a leader of the Lords. The snag he will encounter is that such appointments would take the total of cabinet appointments to 24 and statutes provide for only 21 top-tier salaries at cabinet level. Labour is also pledged to create cabinet posts for ministers for women and for environmental protection, and there has also been talk of a minister for Europe.

Government-building would have to be held up if the arithmetic left Mr Kinnock feeling so vulnerable that he decided to seek a deal with Mr Ashdown. But he will not be ringing Yeovil unless he has to.

## How hung parliament would work

## Labour likely to have most options in the numbers game

BY ROBIN OAKLEY, POLITICAL EDITOR

BOOKMAKERS have not been offering generous odds against a hung parliament for many months, and the reason is simple. In the early 1960s, a 1 per cent margin between the two major parties was sufficient to provide majority government, but for the Conservatives to retain power today they must lead by 3 per cent. For Labour to win outright, it must be more than 4 per cent clear.

In early post-war years, Labour and the Conservatives used to take more than 90 per cent of the vote between them and hold all but a handful of the parliamentary seats. In 1987, they took 73 per cent of the vote and 46 MPs were returned to Westminster who did not belong to either party.

What the psephologist David Butler calls the "no man's land" of no majority is likely to be populated after today by about 50 MPs. There are now 17 Northern Ireland MPs, and the Scots and Welsh nationalists are likely to finish with between six and ten seats. Then there are the Liberal Democrats, likely to emerge with close to the 22 seats they had when the election was called.

Watch for a number of important thresholds as the results come in, remembering that 326 seats are required for an overall majority and that the state of the parties after the 1987 election (in a 650-seat House compared with the 651 today) was Conservatives 375, Labour 229, SDP/Liberal Alliance 22 and others 24. Assume that Lab-

our captures the three seats held in 1987 by David Owen and the two SDP MPs who did not join the Liberal Democrats; that the Liberal Democrats and others keep the same number of seats they had in 1987; and that the Tories gain an extra seat from the splitting of Milton Keynes into two.

The moment Labour captures its 51st Tory seat, bringing its total to 283, the Conservatives will be down to 325 and will have lost their overall majority. But John Major would still lead the biggest single party and would be able to continue as a minority government.

If the Tories drop below 313, their second line of defence would have gone: they would be unable to govern even with the support of the 13 Ulster Unionists. To be certain of retaining power, Mr Major, who has sworn that he would not contemplate proportional representation, would have to do a deal with Paddy Ashdown, who has said that he will settle for nothing less than a promise of legislation on PR in the first Queen's Speech. Mr Major would be likely to resign and encourage the Queen to send for Neil Kinnock to try to form a government.

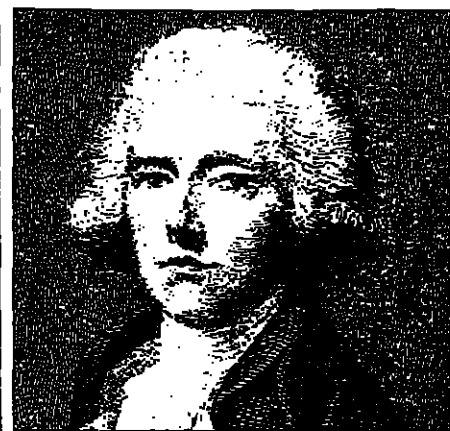
If Labour were to gain 65 Conservative seats, the Tories would drop to 311 and Labour, on 297, would be in a position to give Mr Kinnock the chance of forming a government with support from the Liberal Democrats and perhaps the nationalists. If

Labour were to gain 73 Tory seats, moving up to 305, it would certainly be the largest party, although Mr Kinnock would still have to rely on support from other parties in confidence votes. On 314 seats, Labour would be able to widen its options by obtaining an agreement either with the Ulster Unionists or the Liberal Democrats.

On about 320 seats, Labour would be able to do a deal with the nationalists and forget the Ulster Unionists and Liberal Democrats. Labour would gain its overall majority on 326 by capturing 94 Tory seats.

If the Conservatives lose their majority, John Major does not have to resign. He can attempt to soldier on as a minority, defying the others to vote him down. If the economy proved to be in as parlous a state as Labour and others have suggested, the Opposition might see some benefit in allowing the Tories to continue, taking the blame for any interest rate rises or spending cuts that proved necessary.

Thus there are, in theory, three possible outcomes: a Conservative majority, a Labour majority and a hung parliament, but the Tories would be the losers in two of the three scenarios. Mr Major and his party must win 326 seats, or come very close to doing so, to win. Mr Kinnock can emerge the winner in the sense of being invited sooner or later to form a government, without even emerging with the largest single party.



Threshold of history: the next incumbent of 10 Downing Street will inherit the mantles of Sir Robert Walpole, bottom left, the first resident, to whom it was given by George II; the Marquis of Rockingham, top left, whose four-month tenure was the shortest; William Pitt the Younger, top right, who spent almost 20 years there; and Margaret Thatcher, the first woman prime minister

## The new Tories

## Insiders rise in ranks

BY BYRON CRIDDLE

WHAT will be the likely shape of the Conservative party in the Commons after April 9? Traditionally, Conservative MPs are drawn in roughly equal proportions from the professions and business, with some seven out of ten having been educated privately and about the same proportion university educated.

In a parliamentary party likely to be reduced to about 300 seats, this pattern will remain essentially unchanged, although within the new intake of about 50 MPs, certain trends will be clear.

In occupational terms, the balance in the new intake will be tilted away from business and toward the professions, notably law, but also toward the profession of politics itself. Increasingly, in both parties, candidates chosen for winnable seats are drawn from the ranks of political staffers who, in the Conservative case, often double up as public relations or parliamentary affairs consultants.

Almost a third of new Conservative MPs will be either political insiders, such as the former Central Office staffer David Faber (Westbury), ex-director of the Centre for Policy Studies, David Willetts (Havant), or Judith Chaplin (Newbury) and John Wittingdale (Colchester S), both with inside experience of No 10, or

prominent local government leaders such as Sir Paul Beresford (Croydon Central) and Eric Pickles (Brentwood and Ongar).

Additionally, this group comprises other career politicians returning to the House after succumbing to the Labour tide in 1987, such as Lord Ancram (Devizes), Mark Robinson (Somerton and Frome), Gerald Malone (Winchester) and Warren Hawkesley (Olbury and Halesowen). The emerging dominance of the profession of politics implies a bias in favour of London-based candidates: few of the Conservatives' new intake will be from areas with which they had any previous residential connection.

Social trends are discernable in a changing education-

al background. In all post-war parliaments as evenly divided as the coming one seems likely to be — those of 1951, 1964 and 1974 — at least half of all Tory MPs were educated at public school and either Oxford or Cambridge. In the new House, such MPs will comprise nearer one third of the total. There will also be a continuation of the drift away from public school education generally, with 65 per cent (68 per cent in 1987) having experienced such education.

Evidence of the much-valued reluctance of local Conservative, often female, activists to select women candidates is mixed. In the 59 seats where the sitting MP has retired, six women have been selected for the price of one (Margaret Thatcher); on the other hand, compared with the other parties, relatively few women have been given the chance of a first bleeding in opposition-held seats. Central Office is adamant that this is not its fault.

The Conservative benches after April 9 will be occupied as ever by middle-aged, middle class men, but with their money less "old" and their standing as professional politicians more explicit.

The author is senior lecturer in politics and international relations at Aberdeen University.



Chaplin has insider's experience of No 10

## New Labour

## White collar ousts shop floor

THE parliamentary Labour party assembling after the election will, assuming a membership expanded to 300, contain nearly a hundred new faces, an even larger infusion of new blood than at the comparable election of 1964 (Byron Criddle writes).

Its effect will be to accelerate changes in the composition of the parliamentary party, notably by extending its "white collarisation" at the expense of a dwindling manual base. In 1951, almost two-fifths (37 per cent) of Labour MPs were manual workers; by 1987 the proportion had fallen to 29 per cent. After tomorrow, only one in five will be from the shop floor or pit, and of those barely a dozen will be provided by the new intake.

Labour's "white collar" come in two varieties: the public sector professionals,

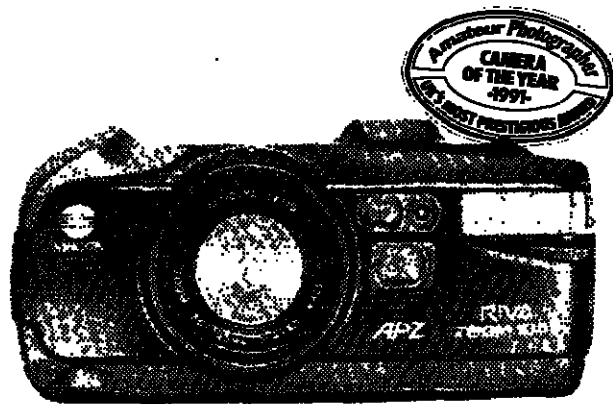
such as teachers and town hall officers, who will comprise a third of the parliamentary party and of the new intake, and the party and union insiders — the professional politicians who will account for one in five Labour MPs and as many as one in three of the new intake.

From Walworth Road itself will come four past or present staffers, including Peter Mandelson (Hartlepool) and Mike Capes (Ilford S); MPs researchers such as Janet Anderson (Rossendale) and Jenny Edwards (Westminster); local government leaders, such as George Mudie (Leeds E) and Clive Betts (Sheffield Attercliffe); and union officials including Rachel Squire (Dunfermline W) and Sandy Feather (Corby). It is the march of the apparition.

Labour's white collarisation is reflected in educational background, where the candidates continue to rise. In 1951, 41 per cent of Labour MPs were graduates; in 1987, 56 per cent; in 1992, 60 per cent. The proportion of those educated at public school continues to diminish, from 14 per cent in 1987 to 12 per cent in 1992 — 37 in all, ten from the new intake.

Labour has also acted to boost the number of women MPs by the choice of female candidates in a quarter of the 100 key marginals. In part, that is a result of the mandatory shortlisting of women. A parliamentary party of 300 members would include 40 women, compared with 24 at the dissolution. About a third of the strategically placed women candidates are from the ranks of party or union insiders.

## Predict the future.



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10" Ginger jar.....	£90. £45
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14" Bow Empire.....	£90. £60
Strass crystal chandeliers, eg.	
Georgian style chandelier with Swarovski Strass crystal.....	£2,375. £5,530
BEDS	
25% reduction on divan sets from Vi-Spring and Relvon, eg.	
'Balmoral' divan set, 5'0" x 6'6".....	£1,702. £1,275
'Regal Supreme' divan set, 5'0" x 6'6".....	£2,116. £1,575
'Esher Sofabed' with double spring mattress.....	£849. £695
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Dressing table.....	£1,235. £980
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## Election diary

## Four weeks of the closest race in years

□ March 11: To no one's surprise, John Major announced that the election was to be on April 9. The City reacted nervously and the Stock Market fell sharply. An opinion poll indicated lack of public enthusiasm for the Budget, presented the previous day.

□ March 12: A Mori poll in *The Times*, the first of the campaign, showed Labour three points ahead of the Conservatives, a one-point improvement on their showing in February. The figures indicated a hung parliament. Alan Beith, the Liberal Democrat Treasury spokesman, said that his party would put a penny on the basic rate of income tax to fund improvements in education.

□ March 13: Neil Kinnock pledged to transform Britain by economic investment and working for a society in which people need not fear unemployment and poverty. Delegates to the Scottish Labour party conference in Edinburgh voted overwhelmingly for proportional representation

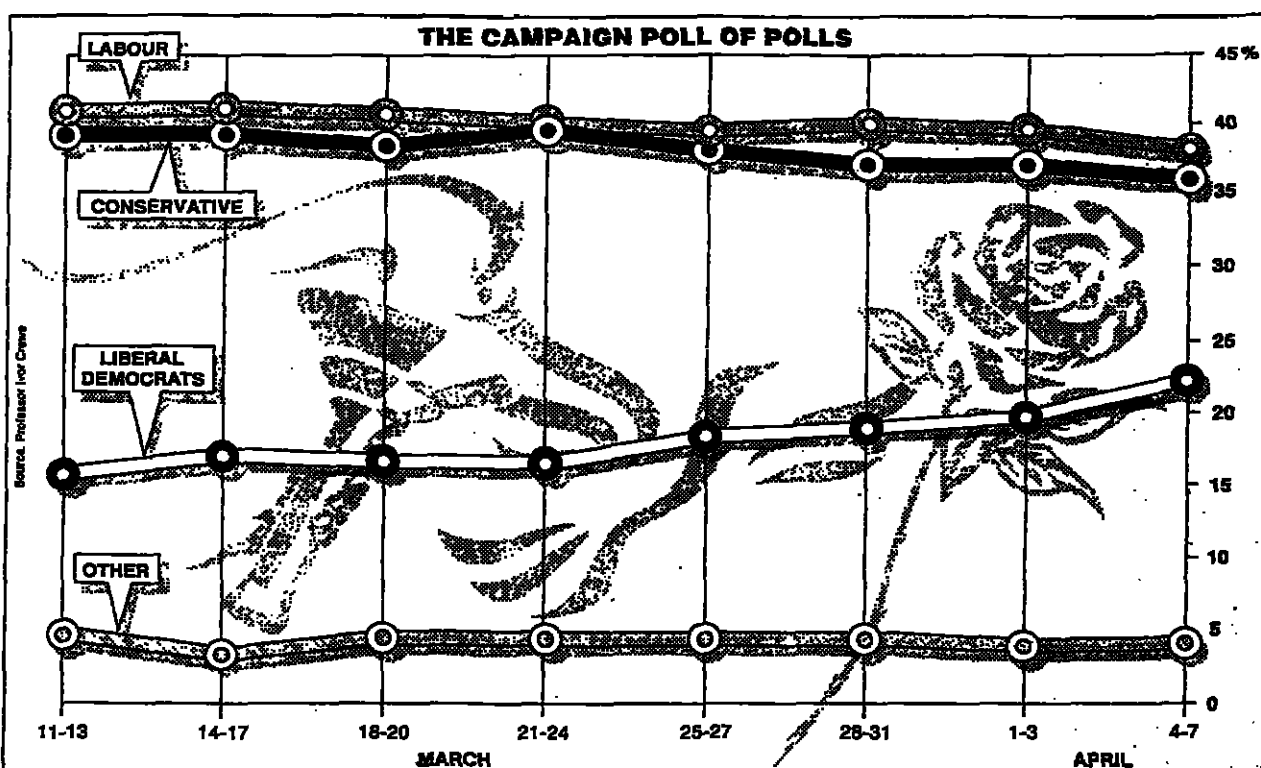
**Robert Morgan looks back at 29 days of a campaign that brought us Jennifer's ear and John's soapbox**

tion in the election to the proposed Scottish assembly. Margaret Thatcher entered the election fray with a walkabout in Southampton. □ March 14: Mr Major had established a commanding lead over Mr Kinnock as the man most people believed to be best qualified to be prime minister, according to a Mori poll. Speaking at the Conservative Central Council meeting in Torquay, he said he wanted low taxes and more choice.

□ March 15: Mr Major rejected Scottish devolution, proportional representation and a deal with the Liberal Democrats in a hung parliament. Paddy Ashdown insisted that the Liberal Democrats would make electoral

reform a precondition for their support for a minority government. Weekend opinion polls varied from a Conservative lead of 2.5 points to a four point lead for Labour. □ March 16: John Smith set out Labour's tax policies in a shadow Budget that would take 740,000 out of the tax net and bring in a 50p top rate on income over £36,375 a year. The Liberal Democrats launched their manifesto, which Mr Ashdown said was "visionary but realistic". The ban on broadcast interviews with representatives of Sinn Féin was lifted for the election period.

□ March 17: A Mori poll in *The Times* put Labour on 42 per cent, a five point lead over the Tories. On a uniform vote across the country, this would give Mr Kinnock a small overall majority. Mr Major remained more popular than Mr Kinnock. □ March 18: Conservative and Labour parties launched their manifestos. The Tories said they would promote enterprise through lower taxes



while Labour set out a programme for the "huge task of national reconstruction". □ March 19: Official figures showed unemployment at its highest since September 1987, at 2,647,300, 9.4 per cent of the workforce. The sharpest rises were in the South-East. Protesters in Bolton forced Mr Major to cut short his first walkabout.

□ March 20: The Tories sought to blame Labour for the disturbance in Bolton. Mr Major said: "What we saw in Bolton was the ugly, intolerant face of the Labour party — a mob, obscene gestures, ugly chants and a return of the political flying picket." He set a target of zero inflation. □ March 21: Four out of five polls, including Mori,

showed a clear lead for Labour, but Mr Major said the polls were all over the place. With the prospect of a hung parliament, the Tories were looking to the Ulster Unionists for support. The Liberal Democrats made £2 billion for education part of the price for backing a minority government. Voters seemed to prefer Mr Smith's shadow

budget to Mr Lamont's real one. With the Tory campaign failing to lift off, Michael Heseltine was brought in. □ March 22: Margaret Thatcher lifted Tory morale with an enthusiastic blessing for her successor. A Mori poll indicated that, compared with the same point in the campaign in 1987, more voters were undecided or might change their minds.

□ March 23: Mr Major widened the Tory attack and said Labour would hand power back to the unions. Mr Kinnock rejected suggestions that Labour would have to put up taxes or curtail its spending plans. The Tories claimed that a Labour government would mean credit controls and queues for mortgages. In Stockport, Margaret Thatcher was attacked with a bunch of daffodils, but appeared unflustered. Tommy Sheridan, the anti-poll tax campaigner, launched his campaign from an Edinburgh prison and said that his fellow prisoners were more decent than most MPs. □ March 24: A party political broadcast by Labour about a young girl, later identified as Jennifer Bennett, waiting nearly a year for an ear operation put health on the agenda and set off a storm. A Mori poll in *The Times* showed Labour's lead had been cut from five points to three in a week. The Ulster Unionists published their manifesto and set out conditions for supporting a minority government. The Scottish National party appeared to be making inroads into Labour and Tory majorities.

□ March 25: The campaign turned bitter as the Tories launched a full-scale assault on Labour over its election broadcast. Labour maintained that it was accurate and depicted the experiences of many families. The Tories opened a new attack by suggesting that Labour would threaten private pensions. □ March 26: The battle over the Labour election broadcast continued. The Tories claimed that the whole episode threw doubt on Mr Kinnock's fitness for office. At a British Medical Association conference in London, doctors voted against NHS reforms. Ian Paisley, leader of the Democratic Unionist party, set out his terms for supporting a minority government and emphasised that better security would be the key demand.

□ March 27: Both parties seemed to call a truce over the election broadcast affair, and both claimed the other had come out of it badly. The Tory camp, worried about the failure of their campaign to make any real impact, decided that Mr Major would spearhead efforts to give the Conservatives a more positive appeal. A Harris opinion poll suggested that Labour could win 24 marginal seats in London. □ March 28: Four out of five opinion polls again showed Labour slightly in the lead and suggested that support was growing for the Liberal Democrats. Tory grandees, including Margaret Thatcher as well as grassroots supporters, were saying that the Tory campaign lacked "oomph and whizz". Michael Heseltine poured scorn on the "armchair generals". John Major stood on a soapbox and clashed with hecklers in Luton. A survey showed that, in the first quarter of the year, businesses were failing at the rate of 1,200 a week.

□ March 29: The Conservatives decided to pin their hopes on persuading the ten million "don't knows". Labour campaign managers decided to focus attention on health, education, and its shadow budget. Mr Ashdown took his campaign on a day's outing to Boulogne to emphasise his commitment to the European Community. □ March 30: Mr Major took to his soapbox again, in Cheltenham. In his set-piece speeches, he was developing a

rougher tone and said that he was "taking the gloves off". The campaign reverted to its original battleground of taxation and Mr Major suggested that the Tories would bring more and more people down into the 20p band every year. Labour said that Tory claims about Labour spending plans were disreputable. □ March 31: Three opinion polls showed a Labour lead of four to seven points, the latter enough to give Mr Kinnock a working majority. They also indicated a swing from the Tories to the Liberal Democrats.

□ April 1: The Tory leadership, after studying the polls in the morning papers, denied that it was "wobbly Wednesday". But with clear signs that the Liberal Democrats were picking up votes from the Tories, Mr Major turned his fire on them and described them as a "Trojan horse to a Labour Britain". Mr Major again took to his soapbox but was hit by an egg. At a rally in Sheffield, Mr Kinnock said that while Mr Major stood on a soapbox, thousands slept in a cardboard box. The FTSE index fell 56 points when the Stock Market opened, but it steadied later in the day.

□ April 2: The markets opened steadier and Mr Kinnock was at pains in a BBC radio interview to say that Labour would not devalue. He offered a chance to the other parties and those outside politics to take part in talks on proportional representation. Doubts were cast on Labour's spending plans when signs emerged of differences between Mr Kinnock and John Smith over privatisation receipts.

□ April 3: Mr Major said he suspected that the recovery had started. Mr Ashdown said that his party would veto Labour's tax plans. Mr Kinnock unveiled his plans for the first 100 days and Michael Heseltine painted an apocalyptic picture of life under Labour, including riots in the street. The Natural Law party, which is fielding 313 candidates, made its first election broadcast. Several thousand high earners in the City and advertising were paid for the whole of the next 12 months to avoid higher taxes.

□ April 4: Weekend opinion polls pointed to a hung parliament, with Labour the largest party. Its lead, however, was being eroded. The Liberal Democrats seemed to be picking up floating voters. John Major again made clear his objections to proportional representation.

□ April 5: Mr Ashdown was reported to be demanding four cabinet posts in a coalition with Labour. Mr Major warned Britain not to fall on the "sword of socialism".



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**THE ROSE DEBENTURE**



Thatcher: complained that the Tory campaign was lacking "oomph"

Polls in Scotland suggested support for the SNP was falling. Mori found that there was an unusually large number of undecided voters.

□ April 6: Mr Major spoke of the dangers of a hung parliament. Mr Kinnock ruled out cabinet posts for Liberal Democrats in a minority government and Mr Ashdown appeared to soften his demands for proportional representation as a price for supporting such a government. Mr Major, in Southampton, was again hit by an egg. An ICM poll of 10,000, ten times the usual sample, put Labour 2.5 points ahead. The Liberal Democrats continued to feature strongly.

□ April 7: As all parties made their final bids for floating voters, Mr Major warned the country not to do the "ratty red vest of socialism" and Mr Kinnock said that the people could build up the NHS with him or break it with the Tories. A poll indicated a hung parliament.

□ April 8: Party leaders and backroom workers exuded a demob-happy aura. Both main parties predicted outright wins, while the Liberal Democrats stuck to their constitutional reform demands.



# Seats, candidates and swings

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Continued from previous page

## CLIVD SOUTH WEST

Electorate 4,337 (58,159)

\*Jones, M D (Lab)

\*Owen, G (C)

\*Williams, A G (C)

\*Jones, E L (C)

\*Lambert, Mrs J (NLP)

\*Worth, N (Gm)

1987 Lab maj: 1,028

Swing needed (C to Lab) 1.1%

## CLIDEBANK AND MILNGAVIE

Electorate 6,159 (50,152)

\*Worthington, A (Lab)

\*Harvey, W A (C)

\*Tough, A G (LD)

\*Hughes, G (SNP)

\*Barrie, M J (NLP)

1987 Lab maj: 16,304

Swing needed (C to Lab) 20.6%

## CLYDEDALE

Electorate 56,479 (61,620)

\*Flood, J (Lab)

\*Gordon, M S (C)

\*Buchanan, M S (LD)

\*Craig, I G M (SNP)

\*Crichton, S (SNP)

1987 Lab maj: 10,502

Swing needed (Lab to C) 10.9%

## COLCHESTER NORTH

Electorate 56,410 (82,420)

\*Jenkin, B C (C)

\*Green, Dr J R (LD)

\*Lee, D J (Lab)

\*Shabazz, T (Gm)

\*Mears, M (NLP)

1987 C maj: 13,623

Swing needed (C to LD) 10.9%

## COLCHESTER SOUTH AND CHALDON

Electorate 72,043 (84,392)

\*Whitnudge, J L (C)

\*Thorn, L L (LD)

\*Pearson, C A (Lab)

\*Patterson, M (Gm)

1987 C maj: 15,483

Swing needed (C to LD) 12.2%

## COLNE VALLEY

Electorate 70,477 (70,199)

\*Riddick, G E (C)

\*Ridley, N G (LD)

\*Hartman, J A (Lab)

\*Stewart, R J A (Gm)

\*Hasty, J (Ind)

1987 C maj: 1,677

Swing needed (C to LD) 1.5%

## CONGLETON

Electorate 53,576 (68,172)

\*Whitmore, Mrs J A (C)

\*Bridges-Brown, M (LD)

\*Finnison, M (Lab)

\*Brown, P (NLP)

1987 C maj: 7,969

Swing needed (C to LD) 7.3%

## CONVY

Electorate 54,911 (52,862)

\*Roberts, Sir Wyn (C)

\*Roberts, Rev J R (LD)

\*Williams, Mrs B H (Lab)

\*Davies, R (C)

\*Hughes, M D (NLP)

1987 C maj: 3,624

Swing needed (C to LD) 3.7%

## CORELAND

Electorate 65,333 (54,695)

\*Cunningham, Dr J A (Lab)

\*Davies, P (C)

\*Punnam, R (LD)

\*Simon, J (NLP)

1987 Lab maj: 1,894

Swing needed (Lab to C) 2.1%

## CORBY

Electorate 76,844 (66,119)

\*Powell, W R (C)

\*Feather, H A (Lab)

\*Ryse, M W (LD)

\*Wood, M J (Lab)

1987 C maj: 1,805

Swing needed (C to Lab) 1.7%

## CORNWALL NORTH

Electorate 73,027 (72,375)

\*Neale, Sir Gerard (C)

\*Fider, P A (LD)

\*Jordani, P (Lab)

\*Rowe, G (Ind)

1987 C maj: 3,662

Swing needed (C to LD) 4.9%

## CORNWALL SOUTH EAST

Electorate 64,737 (70,245)

\*Hicks, P A (C)

\*Lowe, R (LD)

\*Giles, M S (Lab)

\*Giles, Mrs M (Ind)

1987 C maj: 1,805

Swing needed (C to Lab) 1.7%

## COVENTRY NORTH EAST

Electorate 50,670 (67,479)

\*Ainsworth, R W (Lab)

\*Perrin, K R (C)

\*McKee, V J (LD)

\*Hughes, J (Ind Lab)

1987 Lab maj: 11,867

Swing needed (Lab to C) 12.5%

## COVENTRY NORTH WEST

Electorate 48,796 (53,040)

\*Robinson, G (Lab)

\*Hill, Mrs A A (C)

\*Simmons, Mrs A A (LD)

1987 Lab maj: 5,663

Swing needed (C to Lab) 7.1%

## COVENTRY SOUTH EAST

Electorate 67,474 (51,880)

\*Noll, D J (Ind Lab)

\*Cunningham, J (Lab)

\*Hynes, Mrs M (C)

\*Armstrong, A (LD)

1987 C maj: 6,653

Swing needed (Lab to C) 5.8%

## COVENTRY SOUTH WEST

Electorate 78,277 (56,567)

\*Butcher, P J (C)

\*Lester, R E G (Lab)

\*Sewards, C B (LD)

\*Whewar, R (Lab)

1987 C maj: 3,210

Swing needed (C to Lab) 3.1%

## CRAWLEY

Electorate 79,937 (72,076)

\*Sourin, A N (C)

\*Moffat, Mrs I (Lab)

\*Seekins, G V (LD)

\*Wilson, M (Gm)

1987 C maj: 1,133

Swing needed (C to Lab) 10.3%

## CREWE AND NANTWICH

Electorate 82,537 (72,041)

\*Cunha, Mrs G P (Lab)

\*Sibster, B G (C)

\*Griffiths, C (LD)

\*Wilson, Mrs N (Gm)

1987 Lab maj: 1,042

Swing needed (Lab to C) 0.9%

## CROSBY

Electorate 55,798 (63,914)

\*Thornhill, G M (C)

\*Claus, M H F (LD)

\*Lagie, M M (Lab)

\*Bray, S (Gm)

1987 C maj: 1,335

Swing needed (C to Lab) 10.3%

## CROYDON CENTRAL

Electorate 64,405 (52,416)

\*Benedict, Sir Paul (C)

\*Davies, G R (Lab)

\*Rendell, M D (LD)

1987 C maj: 12,617

Swing needed (C to Lab) 16.1%

## CROYDON NORTH EAST

Electorate 51,248 (63,129)

\*Cusack, Lady Jane (BNP)

\*Walker, Mrs M M (Lab)

1987 C maj: 445

Swing needed (Lab to C) 0.4%

## CROYDON NORTH WEST

Electorate 64,768 (57,369)

\*Malins, H J (C)

\*Wicks, M H (Lab)

\*Hawkins, Mrs L F (LD)

1987 C maj: 3,988

Swing needed (C to Lab) 5.0%

## CROYDON SOUTH

Electorate 46,489 (65,085)

\*Onaway, R G J (C)

\*Jennings, P H (LD)

\*Salmon, Mrs H (Lab)

1987 C maj: 19,063

Swing needed (C to LD) 19.9%

## CUMBERNAULD AND LYSTON

Electorate 54,803 (45,427)

\*Hogg, N (Lab)

\*Johnston, T (SNP)

\*Whiting, S (LD)

1987 Lab maj: 14,403

Swing needed (Lab to SNP) 20.2%

## CUNNINGHAM NORTH

Electorate 49,010 (54,817)

\*Wilson, B D H (Lab)

\*Simpson, Mrs E (LD)

\*Herbison, J F (Lab)

1987 C maj: 11,907

Swing needed (C to LD) 10.3%

## CUNNINGHAM SOUTH

Electorate 67,256 (72,855)

\*Stewart, P (Ind)

\*Ellis, B E J (LD)

\*Chadley, Dr A (Lab)

1987 C maj: 15,067

Swing needed (C to LD) 13.7%

## CYNON VALLEY

Electorate 59,645 (49,621)

\*Clwyd, Mrs A (Lab)

\*Smith, A M (C)

1987 Lab maj: 21,571

Swing needed (Lab to LD) 28.3%

## DAGENHAM

Electorate 66,094 (61,714)

\*Gould, B C (Lab)

\*Rostler, D (C)

1987 C maj: 2,469

Swing needed (Lab to C) 3.0%

## DARTFORD

Electorate 72,366 (65,940)

\*Pallin, M A (Lab)

\*Milton, A (Lab)

1987 C maj: 3,953

Swing needed (C to LD) 4.8%

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\*Milton, A (Lab)

1987 C maj: 3,953

Swing needed (C to LD) 4.8%

## DON VALLEY



Continued from previous page

**HOBORN AND ST PANCRAS**  
Electorate 67,900 (70,589)  
\*Dobson, F G (Lab)  
McAllister, A (C)  
Harris-Roberts, Mrs J (LD)  
Woolf, P (C)  
Harris, M (Ind)  
Harris, R (Ind)  
Lewin, N (WAP)  
1987 Lab maj: 8,553  
Swing needed (Lab to C) 9.8%

**HOLAND WITH BOSTON**  
Electorate 79,223 (65,539)  
\*Bod, Sir Richard (C)  
Lay, I (LD)  
Hough, J D (Lab)  
1987 Lab maj: 17,595  
Swing needed (Lab to LD) 18.6%

**HOLTON**  
Electorate 60,522 (77,259)  
\*Emery, Sir Peter (C)  
Sharps, Mrs J M (LD)  
Davies, R (Lab)  
Touss, A (C)  
Owen, D (Ind)  
Hall, G (Lab)  
Hugles, S (LD)  
1987 Lab maj: 16,562  
Swing needed (Lab to LD) 14.0%

**HOLNCHURCH**  
Electorate 73,491 (62,397)  
\*Scott, R C (C)  
Cooper, M (C)  
Oddy, B J (LD)  
Maddams, T (SD)  
1987 Lab maj: 10,694  
Swing needed (Lab to LD) 11.4%

**HORNSEY AND WOOD GREEN**  
Electorate 84,158 (60,594)  
\*Boff, A (C)  
Roch, Mrs B M (Lab)  
Dunphy, P G (LD)  
Shaw, Mrs E M (C)  
Davies, P (NLP)  
Masse, W (Rev Comm)  
1987 Lab maj: 1,770  
Swing needed (Lab to LD) 1.5%

**HORHAM**  
Electorate 79,325 (86,135)  
\*Harris, Sir Peter (C)  
Stainton, Mrs J (LD)  
Uwings, S P (LD)  
King, P (C)  
Elliott, M (C)  
Dugan, J (PP)  
1987 Lab maj: 23,907  
Swing needed (Lab to LD) 19.1%

**HOLTHAM AND WASHINGTON**  
Electorate 67,450 (77,906)  
\*Harris, R (Lab)  
Tynd, A G (C)  
Dunlop, O (LD)  
1987 Lab maj: 20,193  
Swing needed (Lab to LD) 18.2%

**HOTE**  
Electorate 67,604 (72,626)  
\*Sainsbury, T A D (C)  
Jones, M A (LD)  
Turner, D K (NLP)  
Morty, J (NLP)  
Singer, C (C)  
Furness, N (Rev Comm)  
1987 Lab maj: 18,218  
Swing needed (Lab to LD) 18.5%

**HUDDERSFIELD**  
Electorate 69,026 (64,413)  
\*Sherman, B J (Lab)  
Kernon, Miss J M (C)  
Denham, Mrs A E (LD)  
Harris, N A (C)  
Cra, M (NLP)  
1987 Lab maj: 7,278  
Swing needed (Lab to LD) 7.3%

**HULLEAST**  
Electorate 71,363 (68,657)  
\*Paton, J (Lab)  
Farham, J (C)  
Walling, J (LD)  
Kinnell, C (NLP)  
1987 Lab maj: 14,689  
Swing needed (Lab to LD) 15.2%

**HULL NORTH**  
Electorate 56,111 (73,288)  
\*Mannam, J K (Lab)  
Collins, R G (C)  
Madgwick, A (NLP)  
Richardson, G (LD)  
1987 Lab maj: 12,169  
Swing needed (Lab to LD) 11.9%

**HULL WEST**  
Electorate 69,077 (55,636)  
\*Randall, S J (Lab)  
Seymour, D M (C)  
Trie, R D (LD)  
Franklin, B (NLP)  
1987 Lab maj: 8,130  
Swing needed (Lab to LD) 10.8%

**HUNTINGDON**  
Electorate 58,539 (86,186)  
\*Major, J (C)  
Duff, A N (LD)  
Sedgeman, A (Lab)  
Birchard, Miss D (C)  
Buechard, Lord (Greens)  
Fletcher, M (C)  
Cockell, C (FTM)  
Wiggin, P (Lab)  
Suff, D (LD)  
Shepherd, D (NLP)  
1987 Lab maj: 21,098  
Swing needed (Lab to LD) 26.9%

**KNOWSLEY NORTH**  
Electorate 62,260 (52,960)  
\*Howard, G E (Lab)  
Murray, J (C)  
Sedgeman, A (Lab)  
Ruben, V (NLP)  
1987 Lab maj: 21,098  
Swing needed (Lab to LD) 26.9%

**KNOWSLEY SOUTH**  
Electorate 72,645 (65,643)  
\*O'Hara, E (Lab)  
Byrrom, L T (C)  
Smith, I (LD)  
Raisano, M (NLP)  
1987 Lab maj: 20,846  
Swing needed (Lab to LD) 21.4%

**LAGAN VALLEY**  
Electorate 71,462 (64,873)  
\*Molyneux, J H (U)  
Close, S (Lab)  
Lewsey, H (SDLP)  
Rice, P (C)  
Lowry, Mrs A (W)  
Coleridge, T (C)  
1987 Lab maj: 23,373  
Swing needed (Lab to LD) 28.1%

**LANCASHIRE WEST**  
Electorate 67,114 (76,094)  
\*Hind, R (Lab)  
Pickthall, C (C)  
Reilly, P (LD)  
Fawley, P (C)  
Morris, S (NLP)  
1987 Lab maj: 1,353  
Swing needed (Lab to LD) 1.1%

**LANCASTER**  
Electorate 74,566 (57,229)  
\*Kellert-Bowman, Dame Elaine (C)  
Harris, R B (Lab)  
Humbertone, J (LD)  
Dowling, M (C)  
1987 Lab maj: 6,453  
Swing needed (Lab to LD) 7.1%

**LANGBAURGH**  
Electorate 62,058 (70,103)  
\*Baies, M (C)  
Kumar, Dr A (Lab)  
1987 Lab maj: 2,088  
Swing needed (Lab to LD) 1.7%

**LEEDS CENTRAL**  
Electorate 64,372 (61,178)  
\*Mudie, G (Lab)  
Carmichael, W N (C)  
Dunley, P (LD)  
1987 Lab maj: 4,526  
Swing needed (Lab to LD) 4.1%

**LEEDS EAST**  
Electorate 64,372 (61,178)  
\*Mudie, G (Lab)  
Carmichael, W N (C)  
Dunley, P (LD)  
1987 Lab maj: 4,526  
Swing needed (Lab to LD) 4.1%

**LEEDS NORTH**  
Electorate 64,372 (61,178)  
\*Mudie, G (Lab)  
Carmichael, W N (C)  
Dunley, P (LD)  
1987 Lab maj: 4,526  
Swing needed (Lab to LD) 4.1%

**ISLINGTON SOUTH AND FINSBURY**  
Electorate 51,502 (57,910)  
\*Smith, C R (Lab)  
Pyke, C J (LD)  
Jones, M V (C)  
Hershey, Mrs R (JBR)  
Avino, Mrs M (LD)  
Spinks, M (NLP)  
1987 Lab maj: 805  
Swing needed (Lab to LD) 1.0%

**ISLWYN**  
Electorate 62,611 (50,414)  
\*Kinnock, N G (Lab)  
Bone, P W (C)  
Symonds, M (LD)  
Jones, M H (C)  
Such, D (LD)  
1987 Lab maj: 22,947  
Swing needed (Lab to C) 28.3%

**JARROW**  
Electorate 66,358 (62,845)  
\*Dixon, D (Lab)  
Tenny, R (NLP)  
Orrill, J K (LD)  
1987 Lab maj: 18,795  
Swing needed (Lab to C) 20.1%

**KEIGHLEY**  
Electorate 62,129 (65,831)  
\*Walker, G P A (C)  
Flanagan, Dr T B (Lab)  
Simpson, I (LD)  
Towson, K M (C)  
1987 Lab maj: 5,606  
Swing needed (Lab to LD) 5.4%

**KENSINGTON**  
Electorate 74,459 (48,212)  
\*Fishburn, J D (C)  
Holmes, Mrs A (Lab)  
Shaw, Mrs E M (C)  
Davies, P (NLP)  
Masse, W (Rev Comm)  
1987 Lab maj: 1,770  
Swing needed (Lab to LD) 1.5%

**KENT MID**  
Electorate 67,853 (72,456)  
\*Rowe, A J B (C)  
Colley, G (LD)  
Robson, T (Lab)  
Valente, G (NLP)  
1987 Lab maj: 14,768  
Swing needed (Lab to LD) 14.2%

**KETERING**  
Electorate 62,002 (65,965)  
\*Freeman, R N (C)  
Denton-White, R (LD)  
Horse, P (Lab)  
1987 Lab maj: 11,327  
Swing needed (Lab to LD) 10.9%

**KILMARNOCK AND LOUDOUN**  
Electorate 66,617 (62,648)  
\*McKee, W (Lab)  
Wilkinson, R M (C)  
Phillips, Mrs K (LD)  
1987 Lab maj: 14,127  
Swing needed (Lab to LD) 14.5%

**KINCARDINE AND DEESIDE**  
Electorate 51,077 (63,587)  
\*Kynoch, G (C)  
Stephen, N R (LD)  
Egerton, J R S (C)  
Taylor, A (Lab)  
1987 Lab maj: 16,606  
Swing needed (Lab to LD) 16.2%

**LEAMINGTON**  
Electorate 73,918 (69,977)  
\*Temple-Morris, P (C)  
Short, D (LD)  
Chapple, J (NLP)  
Norman, Mrs M (C)  
Carlisle, Capt E (LD)  
1987 Lab maj: 14,075  
Swing needed (Lab to LD) 13.0%

**LEWES**  
Electorate 57,674 (73,181)  
\*Rathbone, J R (C)  
Baker, N J (LD)  
Chapman, Mrs A (Lab)  
Crichton, N (NLP)  
1987 Lab maj: 13,620  
Swing needed (Lab to LD) 12.1%

**LEWISHAM EAST**  
Electorate 59,317 (59,627)  
\*Moynihan, C B (C)  
Prenzie, Mrs B T (LD)  
Hawkins, J (NLP)  
1987 Lab maj: 4,814  
Swing needed (Lab to LD) 5.5%

**LEWISHAM WEST**  
Electorate 57,014 (62,923)  
\*Maples, P (C)  
Dowd, J P (Lab)  
Neale, Ms S (LD)  
Coulman, P (Lab)  
1987 Lab maj: 3,777  
Swing needed (Lab to LD) 4.1%

**LEWISHAM DEPTFORD**  
Electorate 57,271 (58,151)  
\*Ruddock, Mrs J M (Lab)  
O'Neill, Miss A J (C)  
Brightwell, Mrs J (LD)  
1987 Lab maj: 15,558  
Swing needed (Lab to LD) 14.5%

**LEYTON**  
Electorate 78,905 (57,662)  
\*Cohen, H M (Lab)  
Fryer, J H (LD)  
Lapin, Mrs C (C)  
Perez, K (C)  
De Pinna, L (Lab)  
Archer, R (NLP)  
1987 Lab maj: 16,411  
Swing needed (Lab to LD) 5.8%

**LINCOLN**  
Electorate 80,026 (77,049)  
\*Carlisle, K M (C)  
Butler, N J (Lab)  
Harding-Pike, D (LD)  
Wiggin, Mrs S (LD)  
1987 Lab maj: 7,483  
Swing needed (Lab to LD) 6.4%

**LINDSEY EAST**  
Electorate 61,082 (74,027)  
\*Tapsell, Sir Peter (C)  
Dunlop, J (LD)  
Shepherd, D G (Lab)  
Robinson, Mrs R (C)  
Daw, M J (C)  
Henderson, T (Lab)  
1987 Lab maj: 14,065  
Swing needed (Lab to LD) 15.5%

**LINLITHGOW**  
Electorate 65,576 (59,542)  
\*Dalyell, T (Lab)  
MacAskill, W (NLP)  
Forbes, Miss E (C)  
Falkhuk, M G (LD)  
Hind, R (Lab)  
Phillips, E (C)  
Hennell, P G (LD)  
Candland, B A (C)  
Metherick, C (NLP)  
1987 Lab maj: 3,391  
Swing needed (Lab to LD) 3.4%

**LIVERPOOL BROADGREEN**  
Electorate 57,538 (63,091)  
\*Fields, T (Lab)  
Kennedy, Mrs S (Lab)  
Owen, Mrs R (LD)  
Roch, Mrs H (C)  
Radford, S (Lab)  
Brennan, Mrs A (NLP)  
1987 Lab maj: 9,071  
Swing needed (Lab to LD) 6.3%

**LIVERPOOL CARSTON**  
Electorate 61,082 (74,027)  
\*Tapsell, Sir Peter (C)  
Dunlop, J (LD)  
Shepherd, D G (Lab)  
Robinson, Mrs R (C)  
Daw, M J (C)  
Henderson, T (Lab)  
1987 Lab maj: 14,065  
Swing needed (Lab to LD) 15.5%

**LIVERPOOL MOSLEY HILL**  
Electorate 61,082 (74,027)  
\*Tapsell, Sir Peter (C)  
Dunlop, J (LD)  
Shepherd, D G (Lab)  
Robinson, Mrs R (C)  
Daw, M J (C)  
Henderson, T (Lab)  
1987 Lab maj: 14,065  
Swing needed (Lab to LD) 15.5%

**LIVERPOOL RIVERSIDE**  
Electorate 70,102 (53,328)  
\*Perry, R (Lab)  
Zelgond, A (C)  
Williams, D R (Lab)  
Perry, Mrs R (LD)  
Pritchard, W (C)  
1987 Lab maj: 20,689  
Swing needed (Lab to LD) 29.7%

**LEEDS NORTH EAST**  
Electorate 64,372 (61,178)  
\*Mudie, G (Lab)  
Carmichael, W N (C)  
Dunley, P (LD)  
1987 Lab maj: 4,526  
Swing needed (Lab to LD) 4.1%

**LEEDS NORTH WEST**  
Electorate 63,107 (68,227)  
\*Hampson, Dr K (C)  
Pearce, Mrs S (LD)  
Egan, Mrs S (Lab)  
Webb, D (C)  
Jones, M V (C)  
Nowosielski, N (LD)  
1987 Lab maj: 5,201  
Swing needed (Lab to LD) 5.0%

**LEEDS SOUTH AND MORLEY**  
Electorate 67,084 (60,726)  
\*Gunnell, J (Lab)  
Booth, G R (C)  
Walmsley, Mrs J (LD)  
Thurston, R (NLP)  
1987 Lab maj: 6,711  
Swing needed (Lab to LD) 7.7%

**LEEDS WEST**  
Electorate 65,434 (66,344)  
\*Bardle, J D (Lab)  
Howard, G (LD)  
Bardle, P (C)  
Mander, Mrs A M (C)  
Meadowcroft, M (C)  
Tenny, R (NLP)  
1987 Lab maj: 4,692  
Swing needed (Lab to LD) 4.8%

**LEICESTER EAST**  
Electorate 71,120 (66,372)  
\*Vaz, N K A S (Lab)  
Simpson, I (LD)  
Mishel, Mrs S A (LD)  
Taylor, D (Homeland)  
Frankland, M (C)  
1987 Lab maj: 1,924  
Swing needed (Lab to LD) 1.8%

**LEICESTER SOUTH**  
Electorate 65,510 (73,236)  
\*Macfarlane, J (Lab)  
Dunn, D (C)  
Crumble, Mrs A (LD)  
McWhirter, J (C)  
Saunders, Mrs P (NLP)  
1987 Lab maj: 1,877  
Swing needed (Lab to LD) 1.7%

**LEICESTER WEST**  
Electorate 72,414 (67,829)  
\*Janner, G E (Lab)  
Guthrie, J A (C)  
Walker, G P A (C)  
Wintram, Mrs C (C)  
Rosta, Mrs J (NLP)  
1987 Lab maj: 1,201  
Swing needed (Lab to LD) 1.2%

**LEICESTERSHIRE NORTH**  
Electorate 70,064 (70,633)  
\*Ashby, D G (C)  
Taylor, D L (LD)  
Becken, J W R (LD)  
Fawcett, J (NLP)  
Appleton-Fox, N (C)  
1987 Lab maj: 3,828  
Swing needed (Lab to LD) 6.7%

**LEIGH**  
Electorate 70,873 (69,155)  
\*Cunliffe, L F (Lab)  
Egerton, J R S (C)  
Jackson, Dr J (LD)  
Taylor, A (Lab)  
1987 Lab maj: 16,606  
Swing needed (Lab to LD) 16.2%

**LEAMINGTON**  
Electorate 73,918 (69,977)  
\*Temple-Morris, P (C)  
Short, D (LD)  
Chapple, J (NLP)  
Norman, Mrs M (C)  
Carlisle, Capt E (LD)  
1987 Lab maj: 14,075  
Swing needed (Lab to LD) 13.0%

**LEWES**  
Electorate 57,674 (73,181)  
\*Rathbone, J R (C)  
Baker, N J (LD)  
Chapman, Mrs A (Lab)  
Crichton, N (NLP)  
1987 Lab maj: 13,620  
Swing needed (Lab to LD) 12.1%

**LEWISHAM EAST**  
Electorate 59,317 (59,627)  
\*Moynihan, C B (C)  
Prenzie, Mrs B T (LD)  
Hawkins, J (NLP)  
1987 Lab maj: 4,814  
Swing needed (Lab to LD) 5.5%

**LEWISHAM WEST**  
Electorate 57,014 (62,923)  
\*Maples, P (C)  
Dowd, J P (Lab)  
Neale, Ms S (LD)  
Coulman, P (Lab)  
1987 Lab maj: 3,777  
Swing needed (Lab to LD) 4.1%

**LEWISHAM DEPTFORD**  
Electorate 57,271 (58,151)  
\*Ruddock, Mrs J M (Lab)  
O'Neill, Miss A J (C)  
Brightwell, Mrs J (LD)  
1987 Lab maj: 15,558  
Swing needed (Lab to LD) 14.5%

**LEYTON**  
Electorate 78,905 (57,662)  
\*Cohen, H M (Lab)  
Fryer, J H (LD)  
Lapin, Mrs C (C)  
Perez, K (C)  
De Pinna, L (Lab)  
Archer, R (NLP)  
1987 Lab maj: 16,411  
Swing needed (Lab to LD) 5.8%

**LINCOLN**  
Electorate 80,026 (77,049)  
\*Carlisle, K M (C)  
Butler, N J (Lab)  
Harding-Pike, D (LD)  
Wiggin, Mrs S (LD)  
1987 Lab maj: 7,483  
Swing needed (Lab to LD) 6.4%

**LINDSEY EAST**  
Electorate 61,082 (74,027)  
\*Tapsell, Sir Peter (C)  
Dunlop, J (LD)  
Shepherd, D G (Lab)  
Robinson, Mrs R (C)  
Daw, M J (C)  
Henderson, T (Lab)  
1987 Lab maj: 14,065  
Swing needed (Lab to LD) 15.5%

**LINLITHGOW**  
Electorate 65,576 (59,542)  
\*Dalyell, T (Lab)  
MacAskill, W (NLP)  
Forbes, Miss E (C)  
Falkhuk, M G (LD)  
Hind, R (Lab)  
Phillips, E (C)  
Hennell, P G (LD)  
Candland, B A (C)  
Metherick, C (NLP)  
1987 Lab maj: 3,391  
Swing needed (Lab to LD) 3.4%

**LIVERPOOL BROADGREEN**  
Electorate 57,538 (63,091)  
\*Fields, T (Lab)  
Kennedy, Mrs S (Lab)  
Owen, Mrs R (LD)  
Roch, Mrs H (C)  
Radford, S (Lab)  
Brennan, Mrs A (NLP)  
1987 Lab maj: 9,071  
Swing needed (Lab to LD) 6.3%

**LIVERPOOL CARSTON**  
Electorate 61,082 (74,027)  
\*Tapsell, Sir Peter (C)  
Dunlop, J (LD)  
Shepherd, D G (Lab)  
Robinson, Mrs R (C)  
Daw, M J (C)  
Henderson, T (Lab)  
1987 Lab maj: 14,065  
Swing needed (Lab to LD) 15.5%

**LIVERPOOL MOSLEY HILL**  
Electorate 61,082 (74,027)  
\*Tapsell, Sir Peter (C)  
Dunlop, J (LD)  
Shepherd, D G (Lab)  
Robinson, Mrs R (C)  
Daw, M J (C)  
Henderson, T (Lab)  
1987 Lab maj: 14,065  
Swing needed (Lab to LD) 15.5%

**LIVERPOOL RIVERSIDE**  
Electorate 70,102 (53,328)  
\*Perry, R (Lab)  
Zelgond, A (C)  
Williams, D R (Lab)  
Perry, Mrs R (LD)  
Pritchard, W (C)  
1987 Lab maj: 20,689  
Swing needed (Lab to LD) 29.7%

**LEEDS NORTH EAST**  
Electorate 64,372 (61,178)  
\*Mudie, G (Lab)  
Carmichael, W N (C)  
Dunley, P (LD)  
1987 Lab maj: 4,526  
Swing needed (Lab to LD) 4.1%

**LEEDS NORTH**  
Electorate 64,372 (61,178)  
\*Mudie, G (Lab)  
Carmichael, W N (C)  
Dunley, P (LD)  
1987 Lab maj: 4,526  
Swing needed (Lab to LD) 4.1%

**LEEDS NORTH WEST**  
Electorate 63,107 (68,227)  
\*Hampson, Dr K (C)  
Pearce, Mrs S (LD)  
Egan, Mrs S (Lab)  
Webb, D (C)  
Jones, M V (C)  
Nowosielski, N (LD)  
1987 Lab maj: 5,201  
Swing needed (Lab to LD) 5.0%

**LIVERPOOL WALTON**  
Electorate 56,718 (73,118)  
\*Kilfoyle, P (Lab)  
Lang, J (LD)  
Greenwood, B J R (C)  
Neenan, T (LD)  
Raisano, Ms D (NLP)  
Carson, D J E (P Rd)  
1987 Lab maj: 23,253  
Swing needed (Lab to LD) 21.6%

**LIVERPOOL WEST DERBY**  
Electorate 61,092 (60,522)  
\*Wareing, R N (Lab)  
Fitzsimmons, S (C)  
Bundred, Mrs G (LD)  
Curtis, D (LD)  
Johnstone, R (NLP)  
1987 Lab maj: 20,496  
Swing needed (Lab to LD) 23.1%

**LIVINGSTON**  
Electorate 65,058 (56,583)  
\*Cook, R F (Lab)  
Mackintosh, H F D (LD)  
Gordon, H (C)  
Johnston, P J B (SNP)  
Rose-Smith, A (C)  
1987 Lab maj: 11,105  
Swing needed (Lab to LD) 13.2%

**LIANELLI**  
Electorate 75,559 (63,845)  
\*Davies, D J D (Lab)  
Down, G L (C)  
Evans, K (LD)  
Phillips, M (C)  
1987 Lab maj: 20,935  
Swing needed (Lab to LD) 21.0%

**LONDON DERRY EAST**  
Electorate 75,450 (71,031)  
\*Ross, W (U)  
Doherty, A (SDLP)  
Dwyer-Kennedy, Ms P (SF)  
McGowan, P (Lab)  
Elder, A (C)  
1987 Lab maj: 20,157  
Swing needed (Lab to LD) 20.6%

**LOUGHBOROUGH**  
Electorate 68,935 (73,660)  
\*Dorell, S J (C)  
Read, A (Lab)  
Sims, A (LD)  
Sindclair, I (C)  
Reynolds, P (NLP)  
1987 Lab maj: 17,648  
Swing needed (Lab to LD) 15.1%

**LUDDLOW**  
Electorate 76,857 (66,187)  
\*Gill, C J F (C)  
Phillips, I D (LD)  
Mason, Mrs B (Lab)  
Appleton-Fox, N (C)  
1987 Lab maj: 11,699  
Swing needed (Lab to LD) 11.5%

**LUTON NORTH**  
Electorate 73,016 (74,235)  
\*Carlisle, J R (C)  
McWalter, A (Lab)  
Jackson, Dr J (LD)  
Taylor, A (Lab)  
1987 Lab maj: 16,606  
Swing needed (Lab to LD) 16.2%

**LUTON SOUTH**  
Electorate 76,548 (71,231)  
\*Chapple, J (NLP)  
Bright, G F J (C)  
McKenzie, W D (Lab)  
Rogers, M (Lab)  
1987 Lab maj: 5,115  
Swing needed (Lab to LD) 4.8%

**MACCLESFIELD**  
Electorate 72,334 (76,093)  
\*Winterton, N R (C)  
Beatty, Dr P C W (LD)  
Longworth, Mrs M (Lab)  
1987 Lab maj: 10,825  
Swing needed (Lab to LD) 9.9%

**MAIDSTONE**  
Electorate 71,425 (72,987)  
\*Widdowcombe, Miss A N (C)  
Yates, Mrs P G (LD)  
Lagun, Mrs A F H (Lab)  
Kemp, Mrs P A (C)  
1987 Lab maj: 10,364  
Swing needed (Lab to LD) 9.3%

**MAKERFIELD**  
Electorate 56,446 (70,819)  
\*Dixon, Mrs M (Lab)  
Dixon, Mrs M (C)  
Jeffers, S T (LD)  
Cairns, Mrs S (LD)  
Davies, C (NLP)  
1987 Lab maj: 15,558  
Swing needed (Lab to LD) 14.5%

**MANCHESTER CENTRAL**  
Electorate 55,234 (62,928)  
\*Litherland, R K (Lab)  
Davies, P (C)  
Yates, Ms J (LD)  
Turner, M (NLP)  
Marrion, R (NLP)  
1987 Lab maj: 11,785  
Swing needed (Lab to LD) 13.9%

**MOTHERWELL NORTH**  
Electorate 62,410 (58,814)  
\*Reid, D J (Lab)  
Clark, D A (SNP)  
Hargrave, R (C)  
1987 Lab maj: 10,122  
Swing needed (Lab to LD) 11.3%

**MOTHERWELL SOUTH**  
Electorate 62,410 (58,814)  
\*Reid, D J (Lab)  
Clark, D A (SNP)  
Hargrave, R (C)  
1987 Lab maj: 10,122  
Swing needed (Lab to LD) 11.3%

**MANCHESTER, GORTON**  
Electorate 63,028 (64,243)  
\*Kaufman, G B (Lab)  
Bullock, J D (C)  
Harris, C P (LD)



Continued from previous page

**ROMFORD**  
Electorate 52,628 (55,668)  
\*Neubert, Sir Michael (C)  
Gordon, Mrs E (Lab)  
Atherton, Mrs P (Lab)  
Gibson, F (Grn)  
1987 C map: 13,471  
Swing needed (C to Lab) 16.6%

**ROMSEY AND WATERSIDE**  
Electorate 55,524 (79,136)  
\*Colvin, M K B (C)  
Dawson, G (Lab)  
Mawle, Mrs A (Lab)  
Spottiswood, J (Grn)  
1987 C map: 15,272  
Swing needed (C to Lab) 12.2%

**ROSS, CROMARTY AND SKYE**  
Electorate 76,909 (52,369)  
\*Kennedy, C P (Lab)  
Gray, J (C)  
MacDonald, J T (Lab)  
Gibson, R M (SNP)  
Jardine, D (Grn)  
1987 LD map: 11,319  
Swing needed (Lab to C) 14.9%

**ROSSENDALE AND DARWEN**  
Electorate 68,303 (75,038)  
\*Trippier, D A (C)  
Anderson, Mrs J (Lab)  
Connor, K (Lab)  
Gaffney, J E (Grn)  
Gordon, P (Lab)  
1987 C map: 4,982  
Swing needed (C to Lab) 4.1%

**ROTHER VALLEY**  
Electorate 60,937 (66,416)  
\*Barron, K J (Lab)  
Horton, T W (C)  
Smith, K (Lab)  
1987 Lab map: 15,790  
Swing needed (Lab to C) 15.7%

**ROTHERHAM**  
Electorate 43,485 (61,521)  
\*Boyle, J (Lab)  
York, S J D (C)  
Widdowson, D B (Lab)  
Boyle, J (Lab)  
1987 Lab map: 16,012  
Swing needed (Lab to C) 18.8%

**ROYBURGH AND BERTHOSSA**  
Electorate 77,766 (43,140)  
\*Kirkwood, A J (Lab)  
Finlay-Maxwell, Mrs S (C)  
Lambert, S (Lab)  
Douglas, M (SNP)  
1987 LD map: 4,008  
Swing needed (Lab to C) 6.8%

**RUGBY AND KENILWORTH**  
Electorate 54,151 (76,654)  
\*Rusby, J F (C)  
Airey, J (Lab)  
Rush, J (Lab)  
Withers, N (Lab)  
1987 C map: 16,264  
Swing needed (C to Lab) 13.3%

**RUTSAL NORTHWOOD**  
Electorate 76,253 (56,365)  
\*Wilkinson, J A D (C)  
Davies, H (Lab)  
Brooks, D B (Lab)  
Sheehan, M (NLP)  
1987 C map: 16,971  
Swing needed (C to Lab) 19.4%

**RUSHCLIFFE**  
Electorate 68,976 (72,797)  
\*Clarke, K H (C)  
Wood, Dr M (Lab)  
Chewings, A (Lab)  
Anthony, S (Grn)  
Mason-Jones, M (Lab)  
Richards, D (NLP)  
1987 C map: 20,839  
Swing needed (C to Lab) 17.9%

**RUTLAND AND MELTON**  
Electorate 87,048 (77,846)  
\*Duncan, A J (C)  
Lustig, R E (Lab)  
Taylor, Mrs J (Lab)  
Bertin, J (Grn)  
Gray, R (NLP)  
1987 C map: 23,022  
Swing needed (C to Lab) 19.2%

**RYEDALE**  
Electorate 74,878 (83,205)  
\*Greenway, J R (C)  
Stables, Mrs E I (Lab)  
Hesley, J (Lab)  
1987 C map: 9,740  
Swing needed (C to Lab) 7.4%

**SAFFRON WALDEN**  
Electorate 52,616 (73,185)  
\*Haselhurst, A G B (C)  
Hayes, M P (Lab)  
Koss, J (Lab)  
Miller, M (NLP)  
1987 C map: 16,602  
Swing needed (C to Lab) 14.4%

**SALFORD EAST**  
Electorate 59,916 (58,087)  
\*Orme, S (Lab)  
Berens, D A (C)  
Owen, N (Lab)  
Stanley, M (Grn)  
Craig, C (NLP)  
1987 Lab map: 12,056  
Swing needed (Lab to C) 15.7%

**SALISBURY**  
Electorate 76,364 (76,221)  
\*Key, S R (C)  
Samuel, P (Lab)  
Farr, S R (Lab)  
Fletcher, S (Lab)  
Eloak, Dr S (Grn)  
Martell, Mrs A (NLP)  
Abbott, T (Wessex)  
1987 C map: 11,443  
Swing needed (C to Lab) 9.9%

**SCARBOROUGH**  
Electorate 61,024 (74,612)  
\*Syles, J D (C)  
Davison, B (Lab)  
Billing, D L (Lab)  
Richardson, Dr R (Grn)  
1987 C map: 13,626  
Swing needed (C to Lab) 12.5%

**SEDFIELD**  
Electorate 77,178 (60,866)  
\*Blair, A C L (Lab)  
Davies, V (C)  
Huntington, J C (Lab)  
1987 Lab map: 13,058  
Swing needed (Lab to C) 14.1%

**SELBY**  
Electorate 71,050 (71,378)  
\*Alison, M J H (C)  
Grogan, J T (Lab)  
Barr, E (Lab)  
1987 C map: 13,779  
Swing needed (C to Lab) 12.4%

**SEVENOAKS**  
Electorate 59,059 (73,179)  
\*Walford, G M (C)  
Walker, R F (C)  
Evans, Mrs J (Lab)  
Lawrence, Mrs M E (Grn)  
Walding, P (NLP)  
1987 C map: 17,345  
Swing needed (C to Lab) 15.5%

**SHEFFIELD CENTRAL**  
Electorate 69,177 (61,150)  
\*Calborn, R G (Lab)  
Davies, V (C)  
Sangar, A (Lab)  
Wroe, G S (Grn)  
Clarke, M (EUP)  
O'Brien, Mrs J (C)  
1987 Lab map: 19,242  
Swing needed (Lab to C) 25.3%

**SHEFFIELD, ATTERCLIFFE**  
Electorate 63,810 (67,051)  
\*Benn, C J (Lab)  
Mildward, G R (C)  
Woolley, Mrs H E (Lab)  
Ferguson, G (Grn)  
1987 Lab map: 17,191  
Swing needed (Lab to C) 17.6%

**SHEFFIELD, BRIGHTSIDE**  
Electorate 76,584 (64,982)  
\*Blunkett, D (Lab)  
Loughran, T P (C)  
Franklin, R (Lab)  
Hyland, D (Lab Comm)  
1987 Lab map: 24,191  
Swing needed (Lab to C) 27.1%

**SHEFFIELD, HALLAM**  
Electorate 70,953 (74,158)  
\*Patrick, C J (C)  
Gold, Dr P (Lab)  
Hardstaff, Mrs V M (Lab)  
Baker, M (Grn)  
Clifford, M T (Lab Comm)  
1987 C map: 7,637  
Swing needed (C to Lab) 6.9%

**SHEFFIELD, HEELEY**  
Electorate 77,343 (73,931)  
\*Miche, W (Lab)  
Beck, D R (C)  
Moore, P (Lab)  
1987 Lab map: 14,440  
Swing needed (Lab to C) 13.6%

**SHEFFIELD, HILLSBOROUGH**  
Electorate 73,354 (70,312)  
\*Jackson, Mrs H (Lab)  
Chadwick, D (Lab)  
1987 Lab map: 3,286  
Swing needed (Lab to Lab) 2.8%

**SHERWOOD**  
Electorate 68,116 (71,378)  
\*Stewart, A S (C)  
Tipping, S F (Lab)  
Howard, J (Lab)  
Owen, J (Grn)  
1987 C map: 4,495  
Swing needed (C to Lab) 3.8%

**SHIPLEY**  
Electorate 71,252 (68,705)  
\*Fox, Sir Marcus (C)  
Coke, J M C (Lab)  
Lockwood, Mrs A (Lab)  
Harris, C M (Grn)  
1987 C map: 12,630  
Swing needed (C to Lab) 11.6%

**SHOREHAM**  
Electorate 70,620 (71,318)  
\*Stephens, B M I (C)  
Godwin, P (Lab)  
Godwin, P (Lab)  
1987 C map: 17,070  
Swing needed (C to Lab) 15.4%

**SHREWSBURY AND ATCHAM**  
Electorate 82,675 (70,689)  
\*Conway, D L (C)  
Hemley, K A (Lab)  
Owen, Mrs E (Lab)  
Harris, G (Grn)  
1987 C map: 9,064  
Swing needed (C to Lab) 8.3%

**SHROPSHIRE NORTH**  
Electorate 75,628 (77,122)  
\*Biffen, W J (C)  
Stevens, H J (Lab)  
Hawkins, R J (Lab)  
1987 C map: 14,415  
Swing needed (C to Lab) 12.4%

**SKIPTON AND RIPON**  
Electorate 73,889 (72,199)  
\*Brooks, D B (Lab)  
Sheehan, M (NLP)  
1987 C map: 16,971  
Swing needed (C to Lab) 19.4%

**SLOUGH**  
Electorate 77,303 (73,424)  
\*Watts, J A (C)  
Lowe, E (Lab)  
Mapp, P (Lab)  
Allford, D (Lab Lab)  
Smith, Mrs E (EUP)  
1987 C map: 20,839  
Swing needed (C to Lab) 17.9%

**SOUTH HAMS**  
Electorate 78,173 (78,583)  
\*Steen, A D (C)  
Ewood, T J R (C)  
Cohen, Mrs E (Lab)  
Timmins, C (Grn)  
Summerville, Mrs L (NLP)  
1987 C map: 13,146  
Swing needed (C to Lab) 10.6%

**SOUTH RIBBLE**  
Electorate 59,916 (58,087)  
\*Adams, R J (C)  
Smith, Dr G W T (Lab)  
Jones, S N (Lab)  
Reaser, Dr R (NLP)  
1987 C map: 8,470  
Swing needed (C to Lab) 7.1%

**SOUTH SHIELDS**  
Electorate 72,104 (60,754)  
\*Clark, Dr D G (Lab)  
Howard, J L (C)  
Prosser, A (Lab)  
Coffey, Mrs M A (Lab)  
Corriss, Mrs A C (Lab)  
1987 C map: 2,853  
Swing needed (C to Lab) 3.9%

**SOUTHAMPTON, ITCHEN**  
Electorate 72,932 (72,087)  
\*Chope, C R (C)  
Denham, J V (Lab)  
Hodgson, J R T (Lab)  
1987 C map: 11,116  
Swing needed (C to Lab) 6.1%

**SOUTHAMPTON, TEST**  
Electorate 64,708 (73,918)  
\*Hill, S J A (C)  
Whitehead, A P V (Lab)  
Maddock, M D (Lab)  
1987 C map: 13,626  
Swing needed (C to Lab) 12.5%

**SOUTHEAST**  
Electorate 64,198 (59,073)  
\*Taylor, Sir Edward (C)  
Horne, Mrs J (Lab)  
Bramley, G J (Lab)  
1987 C map: 13,847  
Swing needed (C to Lab) 16.9%

**SOUTHWEST**  
Electorate 71,443 (68,415)  
\*Channon, H P G (C)  
Simmons, Mrs J (Lab)  
Viney, P (Lab)  
Kenne, C R (Grn)  
Farmer, A (Lab)  
1987 C map: 8,400  
Swing needed (C to Lab) 8.2%

**SOUTHWARK AND BERMONDSEY**  
Electorate 69,343 (55,438)  
\*Hughes, S H W (Lab)  
Raca, A J (C)  
Grogan, J (Lab)  
Walker, J (Grn)  
1987 LD map: 1,849  
Swing needed (Lab to C) 1.7%

**SOUTHAMPTON, ITCHEN**  
Electorate 72,932 (72,087)  
\*Chope, C R (C)  
Denham, J V (Lab)  
Hodgson, J R T (Lab)  
1987 C map: 11,116  
Swing needed (C to Lab) 6.1%

**STALYBRIDGE AND HYDE**  
Electorate 75,153 (67,983)  
\*Frendy, T (Lab)  
Mort, F S R (C)  
Kirk, I M (Lab)  
Powell, R (Lab)  
Foyler, D (Lab)  
1987 C map: 5,663  
Swing needed (C to Lab) 10.2%

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\*Frendy, T (Lab)  
Mort, F S R (C)  
Kirk, I M (Lab)  
Powell, R (Lab)  
Foyler, D (Lab)  
1987 C map: 5,663  
Swing needed (C to Lab) 10.2%



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## Palestinians in West Bank and Gaza celebrate rescue of the 'cat with seven souls'

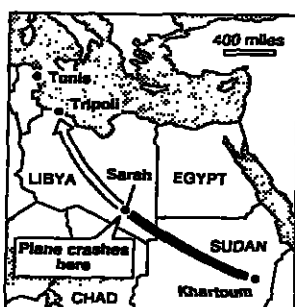
### Arafat confirms his instinct for survival

WHEN Yassir Arafat's Antonov transport jet made a forced landing during a sand storm in one of the most hostile regions of the Sahara desert, his enemies and supporters alike in the Middle East hesitated before writing off the 'cat with seven souls'.

Although Palestine Liberation Organisation officials privately doubted their leader's ability to survive a crash landing in such a forbidding environment, and Israelis publicly hoped their arch foe had been eliminated, only the foolish would have underestimated Mr Arafat's uncanny instinct for survival.

Although under Mr Arafat the PLO has lurched from one political impasse to another, marked by military defeats and diplomatic setbacks, his extraordinary ability to bounce back just when he appears to be finished has been a hallmark of his 23-year leadership of the organisation. The most notable examples of his Houdini-like character have emerged during his continuing conflict with Israel, which on occasions has tried, but failed, to have him killed. Mr Arafat first demonstrated his lucky

The Palestinian leader Yassir Arafat has displayed an extraordinary ability to bounce back just when all seems lost, Richard Beeston in Cairo writes



break in the aftermath of the 1967 six-day war with Israel when he crossed, in disguise, into the West Bank to establish PLO cells against Israeli occupation, and in 1968 when he took part in a bloody battle with Israeli forces in the Jordanian town of Karameh, when most of the Palestinian fighters were injured or killed.

Mr Arafat has been the target of numerous Israeli assassination attempts, including a parcel bomb in 1969,

an air raid on his headquarters during the siege of Beirut in August 1982, which he left moments before the seven-storey structure was destroyed, and more recently an Israeli air strike against his bunker in Tunis in October 1985, on a day when he happened to be at another safe house.

However, the Israelis have not been the only regional players who have wanted Mr Arafat dead at one time or another. Troops loyal to King Hussein of Jordan attempted to hunt down and kill the Palestinian leader during the September 1970 clashes between Jordan and the PLO in Amman.

His traditional rival, President Assad of Syria, has also tried at one time or another to have Mr Arafat removed from the political stage, most notably in June 1983 when Mr Arafat's convoy was ambushed by a Syrian hit team,



Happy return: Palestinian women at the Ein el-Hilweh refugee camp in Lebanon showing joy at Arafat's survival

which he only avoided through a last-minute warning. Ironically, the closest he has ever come to being killed was in a 1969 car crash when he was left unconscious after

he drove his Mercedes into a lorry on the Amman to Baghdad road. During a recent interview Mr Arafat disclosed that the only time he felt really safe was on board his aircraft.

"I am the only person who knows where the plane is going, even the pilot only finds out once we are in the air," he had said. Although he may no longer regard air

travel as the safest form of transport, any more, he can rest assured that his luck has not yet run out.

West thanked, page 1

### France suspends nuclear tests

Paris: France is to suspend its controversial nuclear weapon test programme in the South Pacific for the rest of this year and is urging all other nuclear powers to do the same (Philip Jackson and Michael Byron write).

In a letter to the heads of state concerned, details of which were released yesterday, President Mitterrand also calls for the rapid conclusion of the negotiations now in progress on strategic disarmament.

The French initiative was revealed by Pierre Batsgory, the new prime minister, during his first policy statement to parliament. "Our intentions are clear, a halt must be called to the overstocking of arms, above all to the endless accumulation of atomic weapons," he said.

Although France has no intention of abandoning its cherished independent nuclear deterrent, which was described as "the keystone of our defence policy", the Socialist government will continue to seek agreement on balanced reductions in the world's nuclear arsenals.

This unexpected development represents a clear retreat by the French government on the issue of its nuclear tests. A new underground series was reportedly being planned at Mururoa atoll, target of intensive protests by Greenpeace environmentalists. Last month, French warships detained one of the organisation's vessels heading for the atoll with the intention of setting up a protest camp there.

Mitterrand's change of mind on the tests issue is all the more remarkable because there has been no indication of a similar change of mind in the French military establishment.

### Bosnia bombed

Sarajevo: Sniper and artillery fire shook Sarajevo, while bombing raids by the Yugoslav air force were reported elsewhere in Bosnia-Herzegovina as President Izetbegovic appealed for international help to quell the continuing ethnic violence. (AP)

### Offer expected

Cairo: The Arab League will send a new Libyan offer on the Lockerbie impasse to the United Nations. In London, a British official said the only acceptable offer was to hand over the two Libyan suspects for trial in America or Britain. (Reuters)

### Visit cancelled

Brussels: Manfred Wörner, aged 57, the Nato secretary-general, is to undergo surgery and has cancelled a visit to the United States, a Nato spokesman said. The spokesman declined to give out details about Herr Wörner's illness. (Reuters)

### Jury still out

Miami: The jury in the drug and racketeering trial of Manuel Noriega, the deposed Panamanian dictator, has been unable to reach a verdict. The judge told jurors to continue to try to reach a decision as they deliberated for a fourth day. (Reuters)

### Teeth wanted

Oslo: Norwegian scientists are asking children worldwide to send milk teeth to a Bergen University "tooth bank" for a pollution study. The teeth are ground to dust and studied to monitor the levels of lead, cadmium, zinc, copper and mercury. (Reuters)

### Mengele file is closed

FROM IAN MURRAY IN BONN

GERMAN prosecutors yesterday formally closed their investigation into the murder of 400,000 Jews by Josef Mengele, the Nazi doctor, after accepting genetic fingerprint evidence that proved the "Angel of Death" drowned in 1979.

Tests had compared the genetic profiles of bones taken from a grave in Brazil with those of Mengele's son, who lives in Germany.

Gerhard Wiese, the last practising German lawyer involved in the Nuremberg trials, told a Frankfurt news conference that research at Leicester University had proved "beyond reasonable doubt" that the remains were those of the Auschwitz doctor.

Alec Jeffreys, the Leicester scientist who pioneered the system used, was more cautious. "The tests established with a very high level of certainty, but without absolute certainty, that these were the remains of Josef Mengele," he said. However, the Israeli justice ministry said in a statement yesterday that it now accepted that Mengele drowned in Brazil.



Mengele: said to have killed 400,000 Jews

### Leona Helmsley is denied new trial

A federal judge has denied hotel queen Leona Helmsley's last-ditch attempt to win a new tax evasion trial and reaffirmed his order that she report to prison. She must go to the federal prison hospital at Lexington, Kentucky, on April 15 to begin serving her four-year prison sentence for evading \$1.7 million (£1 million) in taxes by charging personal expenses to her businesses.

North Korea's President Kim Il-Sung will publish the first volumes of his memoirs when he is 80 on April 15. They will be handed to foreign guests gathering in Pyongyang for birthday celebrations, the newspaper *Manichi* reported. It said the length of the memoirs was expected to exceed those of Winston Churchill, which

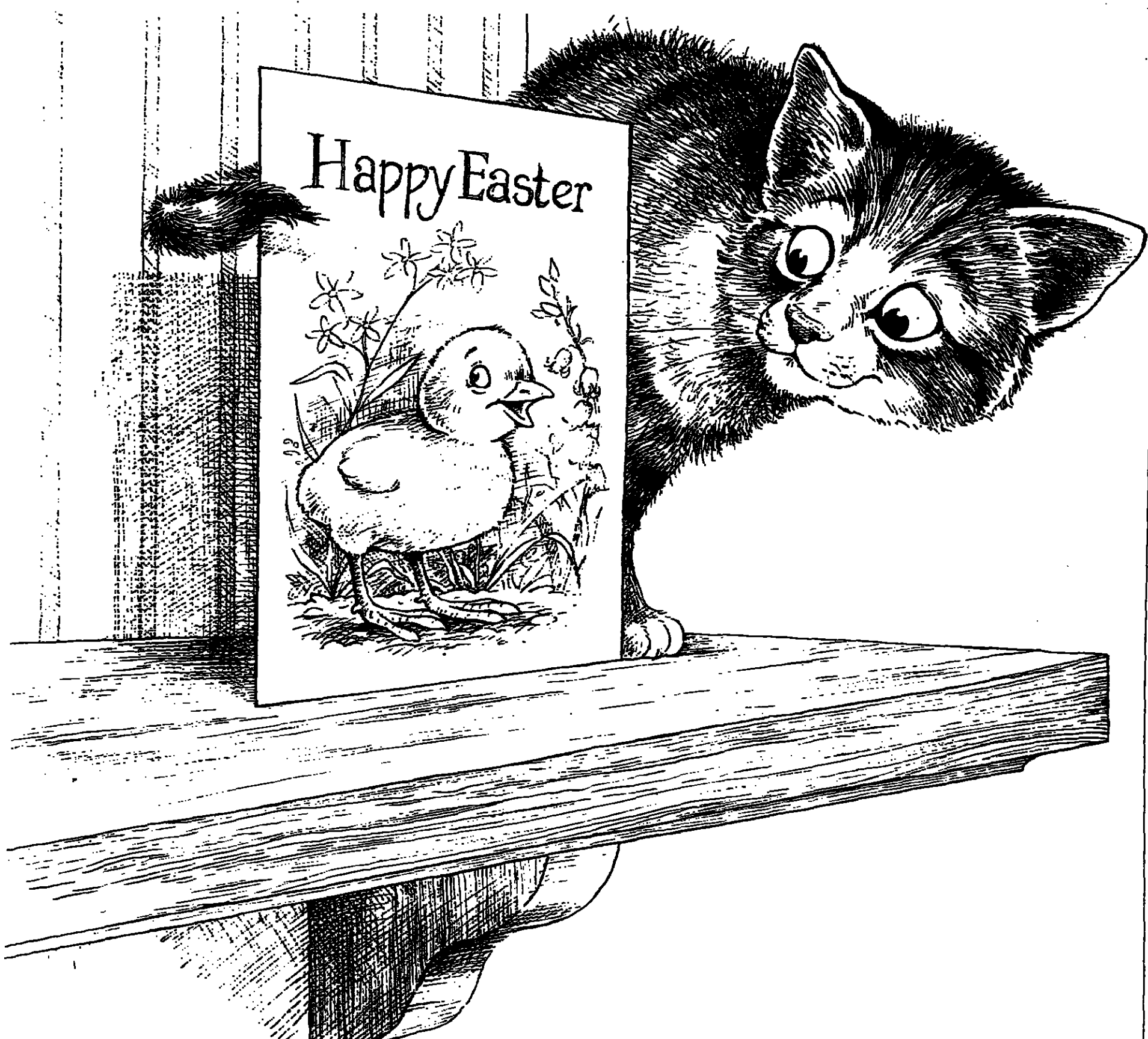
won him the Nobel literature prize in 1953.

Audrey Hepburn accepted a distinguished lifetime achievement award by Sigma Theta Tau, a nursing honour society, in Indianapolis for her work as a Unicef goodwill ambassador.

The Dalai Lama, the exiled spiritual leader of Tibet, will arrive in Australia on April 28 for a two-week visit.

Director Satyajit Ray, recent winner of a special Oscar for lifetime achievement, has won two more awards for best Indian film and best direction for *Agantuk* (*The Stranger*). The jury of the 39th National Film Festival announced.

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THE TIMES THURSDAY APRIL 9 1992

21

France  
suspends  
nuclear  
tests

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in Helmsley  
ried new trial



Arkansas governor almost there

## Bruised Clinton's tenacity pays off

FROM PETER STOTHARD, US EDITOR, IN NEW YORK

BILL Clinton's political machine clanked out of Manhattan yesterday after he won the bruising New York Democratic primary and three other state races. But he and his machine will be back in July for the party's nominating convention and what now seems an assured opportunity to challenge George Bush for the White House.

The Arkansas governor's investment of time, money and tenacity paid good dividends in Tuesday's polls. In New York he put together a coalition of blacks, Jews, the old and the poor to win 41 per cent of primary voters and a 12-point lead over his nearest rival. In Kansas, the victory was by 36 points, in Wisconsin only three points, but he lost nowhere.

The mood in the Ritz nightclub, where Mr Clinton met supporters on Tuesday night, was one of organised excitement. For those local campaigners whose job had been only to win New York, there was genuine celebration that their efforts had been rewarded. Young men in tightly knotted silk ties mocked the "media kings" who had tried to "destroy by sex-and-drugs". It was a "turning point for America", one said above the musical hammer blows.

For Mr Clinton's national team, however, there was almost as much weariness at New York's supportive hyperbole as at its bitter invective. The victory party was just another made-for-TV event to be managed, another shot in the barrage that is keeping the path to the nomination clear.

"We are unstoppable now," said a senior Clinton aide in a remark repeated throughout the night on national television. Democratic party analysts recognise that the aide was almost certainly right. Only the much-touted "maximum scandal" could stop Mr Clinton now. By advancing relentlessly over charges of

adultery, draft-dodging, and cynicism that would have killed most candidates' chances, he has raised the "maximum" requirement to an exceptionally high level.

As the machine moves on to Pennsylvania for the next confrontation in three weeks' time, two powerful memories remain from this ten-day battle of New York. The first is the genuine frustration of the electorate.

The tabloid press harried Mr Clinton hard in the open-



Tsongas: the ultimate protest candidate won 29 per cent of the vote

ing days but, like tabloid papers everywhere, they did not tread far beyond the feelings of their readers. In the end, 26 per cent of voters responded to Jerry Brown's call to overturn the entire "rotten system" of American politics. Twenty-nine per cent

chose Paul Tsongas, the ultimate protest candidate who was not even in the race.

"The voters hear the squabbling and they aren't impressed with our ship," Mario Cuomo, the New York governor, said yesterday. Empty polling booths told the story: barely a quarter of the electorate took part. In polling stations in Harlem and Queens, it was mid-afternoon before anyone voted at all.

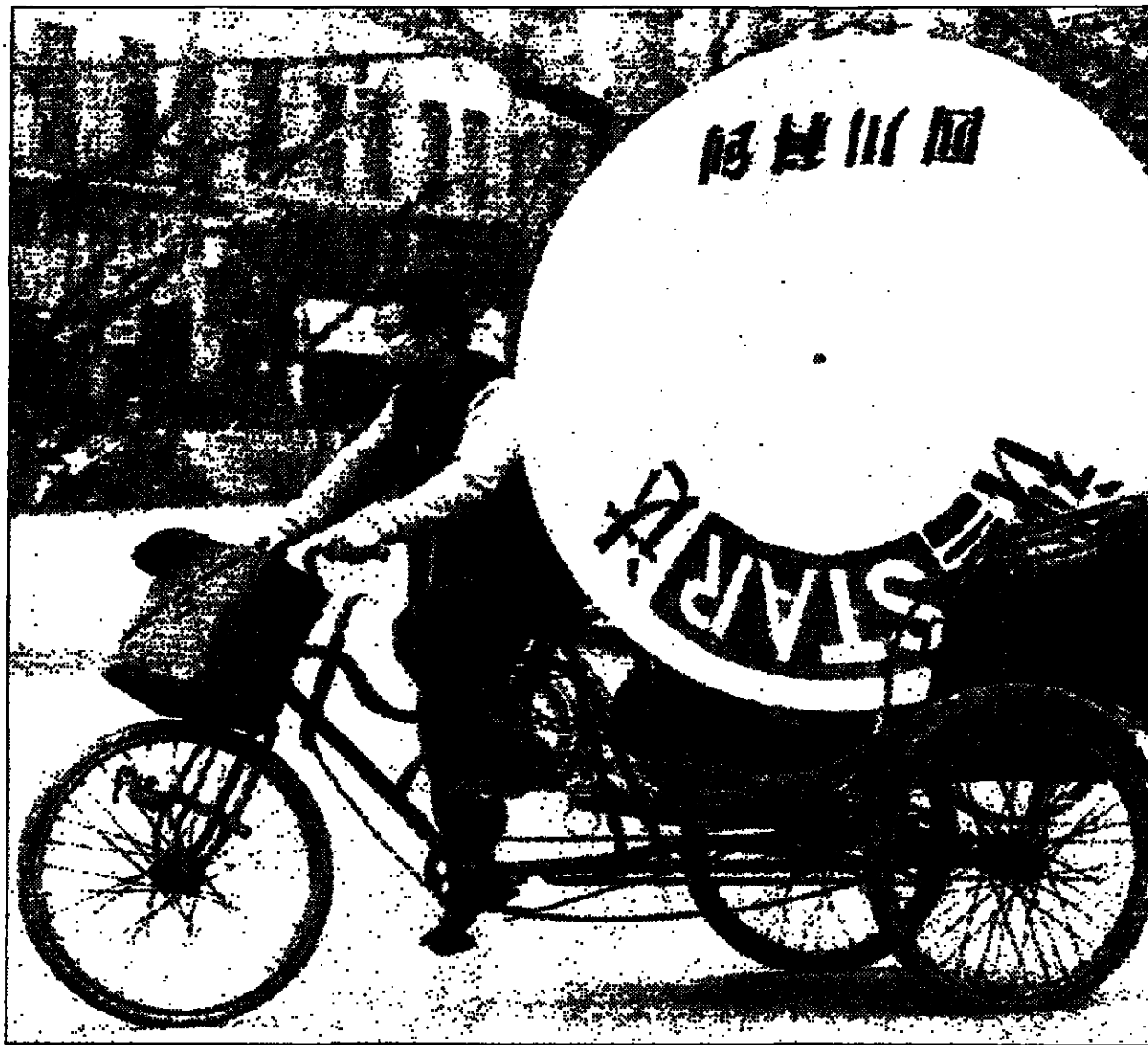
The Clinton campaign is operating on the principle that even in a year of anger and disillusion someone must win and that it need not be Mr Bush. On Tuesday, Mr Clinton's workers were using sophisticated phone-banks to reach garment-workers and inner city unemployed who had suggested they might support the man from Arkansas, a state which some here had never previously even heard of.

The Clinton campaign's pollsters recognised Mr Brown's mistakes before he had finished making them, including his too-public embracing of the Rev Jesse Jackson, the least popular politician in America among New York Jews.

Yesterday, the aides were considering the prospect of Mr Tsongas re-entering the race. The former Massachusetts senator was the chief beneficiary, it appeared, of the moderate Jewish vote abandoning Mr Brown. Whether that meant he could do similarly well in Pennsylvania was not clear. "If Tsongas gets back in, it should at least raise the level of debate," said one "disco-dancer for Clinton".

Washington: An audit of 222 trips by 11 senior US administration officials found that 35 were made for political or personal reasons by James Baker, the Secretary of State, and John Sununu, the former White House chief of staff.

Leading article, page 25



Status symbol: a Chinese pedicab rider delivering a satellite dish to a customer in Chengdu, Sichuan province. While few Chinese can afford cars, satellite dishes are the latest form of one-upmanship

## Tehran finds UK election wanting

FROM CHRISTOPHER WALKER IN TEHRAN

NOT only the Liberal Democrats want change in Britain's first past the post electoral system.

The *Tehran Times*, the voice of President Rafsanjani, yesterday carried a trenchant editorial comparing this week's British and Iranian elections. Not surprisingly, it is Britain's system that was found wanting, and the paper castigated it for not providing seats for any of the two million Muslims it claimed live in Britain.

"Differences between the two countries in electing candidates fundamentally lie in Iran's requirement for each to win an absolute majority, and the British method of first past the post that rules out the need for any run-off except in the rare eventuality of a dead heat. The common result in the UK is that most members of parliament are elected with less than 50 per cent of the vote," the paper said.

"By coincidence, parliamentary elections are being held in Britain and Iran on successive days. Both are classed as democratic, but the respective voting system and assemblies chosen are intri-

cately contrasting, and as far removed from each other as the distance between the two countries," it added.

While the 270-seat majlis (parliament) acted as a "revision chamber and watchdog for government policy", it said, the interlocking of the executive and legislative functions at Westminster was "open to abuse, particularly when the ruling party has an overwhelming majority".

The paper did not plump for any of the British parties, concentrating instead on how Tehran's venerable 12-strong council of guardians (firmly in the hands of the pragmatists) was superior as a scrutineer to the Lords, and how Iran had a written constitution (which is non-existent in Britain).

Tehran's voters were told that the British campaign had been "shrouded in publicity stunts", and dominated by the media, while the opposite was true in Iran "where there are no such gimmicks".

Electioneering in Iran is restricted mainly to mosque meetings and posters, which can be stuck only on specially designated boards. All others are ripped down.

## Iraq is warned on missile moves

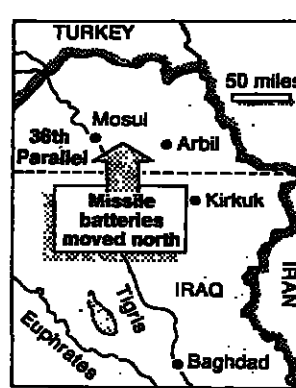
BY MICHAEL EVANS, DEFENCE CORRESPONDENT

IRAQ has been given a warning about the deployment of anti-aircraft missile batteries north of the 36th parallel, the area in the north of the country designated by the United Nations as a safe haven for the Kurds.

The missile batteries with radar equipment were moved across the agreed line ten days ago. The development was discussed yesterday at Downing Street between John Major, the prime minister, and General Colin Powell, chairman of the US Joint Chiefs of Staff, who is in London on a two-day visit.

The disclosure of the missile battery deployment came as the Ministry of Defence confirmed that several Iraqi aircraft had crossed the 36th parallel last week. American, British and French aircraft which carry out continual patrols in northern Iraq, were scrambled to chase the Iraqi planes.

Foreign Office sources said that the deployment of missile batteries was not in breach of UN Security Council resolution 688 which prohibits Iraq from attacking the Kurds in the north and the Shi'as in the south. However, Mr Major



said that the deployment posed a potential threat to allied aircraft on patrol. The matter was being discussed with the Americans and French to see what action should be taken.

Last week's incident in which Iraqi aircraft flew north of the 36th parallel broke the ceasefire agreement between Iraq and the coalition in which all Iraqi fixed-wing aircraft were grounded.

Douglas Hurd, the foreign secretary, has indicated that Iraq would have the right to defend itself against an attack on its territory by Iran. Earlier this week, eight Iranian F4 Phantoms attacked a guerrilla camp north of Baghdad used by Iranian mujahedin opposed to the Tehran regime. One F4 was shot down.

Defence sources said yesterday they believed the incursion across the 36th parallel may not have been deliberate. The planes had flown south of the parallel before allied aircraft arrived.

Ten days ago, the Foreign Office delivered a warning to the Iraqis after an offensive against the Shi'as in the south of Iraq. At their meeting, Mr Major and General Powell agreed that President Saddam Hussein must comply totally with the security council resolution calling for the elimination of Iraq's weapons of mass destruction.

Geneva: The UN pleaded yesterday for more money for humanitarian help in Iraq. Jan Eliasson, the undersecretary-general and humanitarian relief co-ordinator, told diplomats and officials from charities that \$143.2 million (£82 million) was needed for the first half of 1992. (Reuters)

## Fujimori removes control of Peru press

Lima: Augusto Blacker, the Peruvian foreign minister, last night said that his government had lifted press censorship. The regime has freed journalists held after Sunday's coup led by President Fujimori and the armed forces (Corinne Schmidt writes).

But at least one radio station closed by the government has not reopened. Señor Blacker said that 12 Peruvian congressmen and political leaders would remain under arrest for another two weeks. They include Felipe Osterling, senate president, and Roberto Ramírez del Villar, president of the chamber of deputies, both of the Popular Christian party.

Señor Blacker said President Fujimori would select 40 to 60 "intellectuals" to draft constitutional reforms within six to eight months. He said congressional elections would be called within 12 to 18 months.

## Bail refused

Canberra: A magistrate has refused bail for six men and a woman charged in connection with an attack on Iran's embassy, accusing them of being part of an international conspiracy against Iran. They were remanded in custody until June 1. (Reuters)

## General quits

Bangkok: Thailand's prime minister, General Suchinda Kraprayoon, has resigned as supreme commander of the military amid criticism that his appointment is a disguised coup. He is succeeded by Kasat Rojananil, head of the air force. (AFP)

## Silence broken

Peking: Wei Jingsheng, China's longest-serving pro-democracy activist, who was arrested in 1979, is in a labour camp near Tangshan. This has been admitted for the first time by the government, which denied that he had been badly treated.

## Britons hired

Manila: The Philippines has hired 20 British air traffic controllers to help break a five-day strike. They will help train to substitute controllers. Among their demands, the strikers want a share of the profits from the running of Manila airport. (Reuters)

## Rebels killed

Port Moresby: At least 15 rebels were killed in heavy fighting with Papua New Guinea security forces on the rebel-dominated island of Bougainville, military authorities said. Two government soldiers were killed and four wounded. (AFP)

## Change of heart

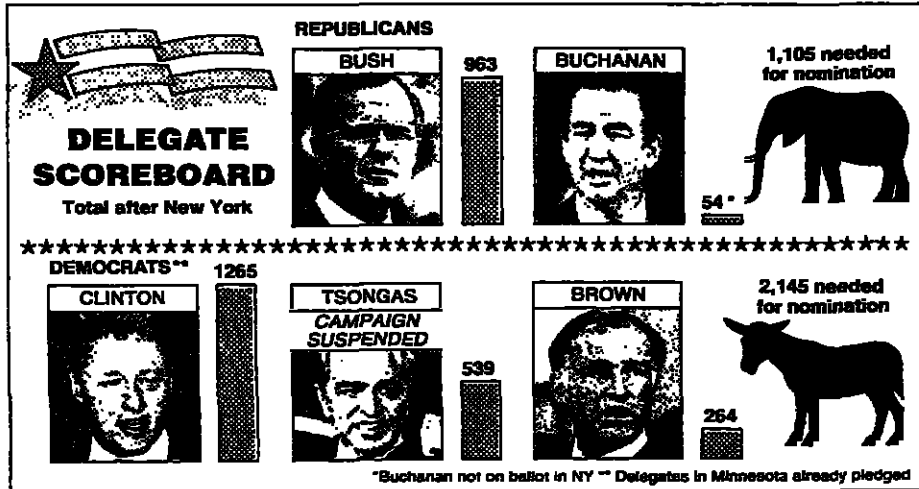
Seoul: Adultery in South Korea which is punishable by up to two years in jail if a wronged spouse makes a complaint, may soon be legalised, reports say. A draft law is soon to be discussed at public meetings, the reports added. (Reuters)

## Ties ordered

Peking: The Chinese army, which in the radical 1960s went so far as to abolish officers as a "bourgeois phenomenon", has decided to improve its professional image by ordering all its two million soldiers to wear ties from May 1. (Reuters)

## Surgery blamed

Perth: Heart surgery patients are more likely to have nightmares than other patients, a Royal Perth Hospital study has shown. Of 104 heart patients questioned, 28 per cent had nightmares compared with 13 per cent of 167 other patients. (AFP)



NEW YORK NOTEBOOK by Charles Bremner

## Casablanca plays again amid tide of lament for cinema's golden age

At a time when America's top box-office film features a bisexual murderer who dispatches her men during sexual intercourse, and only a week after the tale of a cannibal killer swept the Oscars, it is refreshing to report the release of a blockbuster that lacks a single bad scene or more than a slight hint of violence.

Fifty years after it was made on the cheap in the back lot of Warner Brothers, *Casablanca* is being played again, re-released around America from the original fine-grain negative, giving the Schwarzenegger generation a chance to see history's most quoted film in its original form.

Of all the cinemas in all the towns all over the world, Turner Entertainment chose the Museum of Modern Art in New York for the "re-premiere" on Tuesday night. As well as the usual guests, they rounded up Prince Faoud Filali, the son-in-law of King Hassan of Morocco, to preside over the festivities. This was somewhat illogical, since the city of Rick's "Cafe Americain" bore only the most cursory resemblance to the real North African Casablanca.

"We had no idea of true conditions in Casablanca in 1942," said Julius Epstein, who wrote the script with Philip, his late brother, and Howard Koch. "Later we learnt there were no Germans there at all." As for those "letters of transit" which everyone needed to escape the war, they were



Classic couple: Bergman and Bogart playing the star-crossed lovers in the re-released *Casablanca*

totally fabricated. "We used whatever seemed to work for entertainment purposes," Mr Epstein, who was in New York with Mr Koch, said.

The last survivor of the main cast, Paul Henreid, who played Victor Laszlo, the resistance hero, died last week.

Release of the film has unleashed a tide of lament for the decline of the movie-maker's art. "Hollywood can't work its old magic any more," said Jack Mathews, a producer who has turned commentator. The trouble, he said, was the collapse of the studio system and the diffusion of power.

For all its grand romance, it is hard to remember that *Casablanca* was not a big hit in its time: its status as legend and high art was achieved in the late 1960s

when a younger generation of Humphrey Bogart fans, Woody Allen among them, was swept away by its mix of cynicism, sentiment and sense of a lost golden age. Much has since been written about the rush to cobble together the film, including the fact that the script was not even finished when shooting began.

Even that most famous faded-out line of all, in which Bogart says to Claude Rains, playing Captain Renault, the corrupt Vichy policeman: "Louis, I think this is the beginning of a beautiful friendship," was written to replace the original ending a month after the production closed.

Given the depth of *Casablanca* knowledge among its readers, *The New York Times* hardly needed to point out, as it did this week in a glossary of *Casablanca* quotes, that nobody

ever said: "Play it again, Sam." What Bogart told the pianist was "Play it, Sam. Play As Time Goes By."

America yesterday greeted the release of yet another steamy novel of high jinks among the rich, sexy and powerful. *For Love Alone* is hardly in the same league as *Casablanca* as art, telling the tale of Katrinka Kovar, a beautiful, courageous, sexy, yet incorruptibly innocent Czechoslovak ski champion who marries a super-rich tycoon, has sex with him in an airliner, among other places, and manages a luxurious hotel for him before he falls for the charms of a honey blonde southerner.

If that sounds familiar, it is not surprising, since the author is Ivana Trump, a beautiful Czechoslovak ski champion who married a super-rich tycoon, managed his luxurious hotel and lost him to a honey blonde southerner. Mrs Trump, who wrote the book with the help of Camille Marchetta, a scriptwriter from *Dynasty*, is amazed that anyone might see anything remotely autobiographical in her plot.

"It's not similar to my life, the story is totally different," she said. However, the newly impoverished Donald sees it differently and has unleashed his lawyers. They have asked the courts to revoke a \$10 million (£5.8 million) settlement on the grounds that Mrs Trump broke a "gag agreement" in their divorce settlement.

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# Deputies prepare to do battle over Yeltsin's powers



Yeltsin: in favour of a presidential republic

AFTER the high drama of Tuesday, when President Yeltsin and his government successfully defended their economic policy, Russian Congress deputies yesterday were bogged down in a debate about the economy. But the main action was in the lobbies, where fixers from all sides were preparing the ground for the real battle, on the constitutional powers of the president.

Russia has always lacked a constitution. One was introduced in the last years of the tsarist regime, after the 1905 upheavals under Nicholas II. Even that was an imperfect attempt to moderate autocracy. All subsequent Soviet constitutions similarly contained rights which largely existed only on paper. Two draft congress resolutions are circulating, calling for the abolition of the special powers Mr Yeltsin was granted last autumn and calling for the resignation of the government.

There are four, maybe five, competing drafts of a constitution, only one of which is expected to be presented to the congress. Much as officials and deputies try to pretend otherwise, however, the real issue is not the choice of draft, nor yet the need for a new constitution, but Mr Yeltsin's executive power.

Opponents of the Russian government's reforms are treating the coming debate on the constitution as a rerun of the economic debate. If they cannot stop the reform programme, they will do their best to deprive the president of the power to carry it out. They want either to make it impossible for him to hold the posts of president and prime minister concurrently, or to deprive him of his special powers.

Of the four complete drafts, one has been drawn up by past communists, is highly ideological and stands no chance of consideration. A

The extent of presidential authority is the real issue as the Russian Congress prepares to discuss a new constitution. Mary Dejevsky writes from Moscow

second resembles the present, Brezhnev constitution of 1977, incorporating most of the amendments made hitherto and recognising Russia's new status as an independent state.

A third has been drafted by Anatoli Sobchak, the mayor of St Petersburg, and his team of lawyers. It provides for a fully federal structure for Russia and would abolish the Congress of People's Deputies, though not the standing parliament, leaving the president stronger than under the present constitution.

The fourth draft has been compiled by a special commission set up last autumn. Mr Yeltsin appointed himself its chairman, but has not

attended any of the drafting meetings, leaving Ruslan Khasbulatov, the chairman of parliament, to preside. This version, drafted by Igor Rumyantsev, the Republican party leader, effectively increases the role of parliament, enabling it to play a decisive role in the appointment of the government.

Mr Yeltsin has made it known that this is what he wants to avoid. As president, he wants the right to appoint the government himself and to take responsibility for its work. Were the congress to approve the Rumyantsev version in its present form, the president would need to retain his "special powers" to avoid becoming a figurehead.

Confusion about a possible fifth draft stems from reports that a team led by Sergei Shakhrai, Mr Yeltsin's adviser on legal matters, has drawn up a separate, presidential, draft providing for an American-style executive president with the right of veto over parliament. One of the members of that team, Garry Minkh, described it as an alternative draft. Mr Rumyantsev insists, however, that there is no separate draft, only a series of amendments relating to the fifth section of his draft, which deals with the structure of state power.

When the congress gets round to discussing the new constitution, which may be today or tomorrow depending when the protagonists are ready to join battle, discussion is likely to centre on this section. While the chairman of parliament will propose the Rumyantsev draft, Mr Shakhrai, who also chairs the Russian parliament's legisla-

tive committee, may propose either the alternative draft or the president's amendments.

According to Mr Minkh, the new version would abolish the government as such, replacing it with a group of between ten and 15 ministers of state. The ministers would require parliamentary endorsement, but could remain in power for a year without it.

Addressing his supporters at the citizen's assembly on Sunday, Mr Yeltsin came out firmly in favour of a "presidential republic". To choose a "parliamentary republic", he said, at a time when the country still had no recognisable political parties, would be "suicidal". He argued that the existing separation of powers, between the government, parliament and the constitutional court, was adequate to check any abuse of presidential power.

Yesterday, Mr Yeltsin obtained support from an unexpected quarter, when former

president Mikhail Gorbachev said in a newspaper interview that Mr Yeltsin was right to seek a "presidential republic". Whether the congress in its present mood would accept this, however, is another matter and Mr Yeltsin may well be left to ponder the relative merits of amending the existing constitution, doing away with a constitution altogether, or—as he recently proposed—bypassing the congress and calling a referendum.

● Gorbachev testifies: Mr Gorbachev testified yesterday on the financial activities of the Communist party under his leadership, Tass reported. However, Aleksandr Zviagintsev, a spokesman for the Russian public prosecutor's office, would not comment on his evidence.

Mr Gorbachev may be questioned again, but he is free to travel and will leave for Japan on Saturday, the agency said. (AFP)

## Black Sea crews divided

# Commanders to break up disputed fleet

FROM MARY DEJEVSKY IN MOSCOW AND ROBERT SEELY IN KIEV

THE former Soviet Union's Black Sea fleet was on the verge of division last night, as ships' crews decided between Ukraine's blue and yellow flag and the blue and white St Andrew's cross of the imperial Russian navy. Commanders from both sides were rushed to the fleet's headquarters at Sevastopol in the Crimea to stake rival claims to the 380-ship fleet.

The war of words over the fleet had reached a new level the previous day when Presi-

dent Yeltsin issued a decree placing the fleet under Russian jurisdiction, until agreement was reached on its division, and proposing talks between the foreign and defence ministers of Russia and Ukraine—possibly in Moscow on Saturday. His decree came in response to one by President Kravchuk of Ukraine, also claiming the fleet and ordering an inventory to be taken of its ships to facilitate the division.

Yesterday morning, Mr Yeltsin dispatched Admiral Vladimir Chernaavin, the commander of the commonwealth navy, to Sevastopol to oversee the transfer of the fleet to Russia.

General Konstantin Morozov, the Ukrainian defence minister, announced in parliament in Kiev that he had already established "operational groups" within Sevastopol to take administrative control. A subsequent unconfirmed report said that commonwealth troops had set buildings around the area of the naval base.

The Kiev parliament was told that Admiral Chernavin had informed the Ukrainians that Russia did not object to the idea of a Ukrainian fleet but that Moscow would refuse to hand over Sevastopol. General Morozov, speaking in parliament in Kiev, confirmed that all strategic and military units in Ukraine, the second richest of the former Soviet republics, would be subordinated to Ukraine's recently formed high command. He argued that immediate preparations should be made to transfer 22 per cent of military personnel who had refused to take the Ukrainian oath of allegiance.

"Those who do not swear the oath of loyalty will be removed because they are a threat to Ukraine's armed forces," he said, in a reference aimed at Admiral Igor Kasatonov, the commander of the Black Sea fleet, who has refused to take the oath of allegiance to the four-month-old Ukrainian state.

It was reported in Moscow that thousands of people from the mainly Russian-populated area of the Sevastopol base had surrounded the fleet's headquarters from early morning, anticipating a possible Ukrainian attempt to take it over. They brandished banners saying "We won't give up the Black Sea fleet" and "Sevastopol is a city of Russian glory".



Full stretch: shoppers push money into a bakery in a desperate bid to buy bread in Tirana, the capital of Albania, where basic foods are in short supply. The new government has voted to remove the red star from the national flag and to scrap other communist symbols

## Polish plot hints hurt minister

FROM ROGER BOYES IN WARSAW

JAN Olszewski, the Polish prime minister, embarrassed and alarmed by rumours of a coup plot against his shaky government, has ordered Jan Parys, his defence minister, to take a two-week holiday.

This puts Dr Parys's job on the line. Sending ministers "on holiday" has replaced the communist formula of retiring inconvenient politicians on "grounds of ill health".

The defence minister caused turmoil in the Polish political establishment this week with his claim that several unnamed politicians and generals had held secret meetings aimed at dislodging the government. His statement brought into the open persistent rumours that the army, unhappy with its new civilian head, was plotting a coup, or at least shifting its political weight against the government.

While it is true that some generals have been meeting politicians from the Confederation for an Independent Poland, whose leader, Leszek Moczulski, covets the defence post, there is no need for the confederation to engineer a coup; its political bargaining power has been increasing and it may well end up joining the governing coalition.

An opinion poll carried out by the respected Austrian Paul Lazarsfeld Society recently showed that every third Pole would welcome a coup and a majority thought it very likely, or at least possible, that parliament and parties could be suspended in the future.

## Italian president backs devolution

FROM JOHN PHILLIPS IN ROME

ITALIAN devolutionists yesterday welcomed an appeal by President Cossiga for the League of the North to consider entering whatever government emerges from the political maelstrom created by the Italian general election at the weekend.

In Washington on Tuesday, Signor Cossiga said introducing a measure of devolution ought to be considered in Italy since nearly 10 per cent of voters cast ballots for the league.

He called on the league leader, Umberto Bossi, to pass "from protest to proposal", meaning the head of state sees some possible govern-



Cossiga: sees role for League of the North

ment role for the league, which is now the fourth-largest party in Italy with 55 seats in the Chamber of Deputies.

The league responded positively to the feelers. "The league is open to all the other political forces as long as this is formulated on the basis of federalism," said a spokesman, Luigi Rossi. He said the league had not decided where it will fit into the process, but it would be "certainly not on the extreme right or the extreme left", distancing the league from speculation that it was a far-right phenomenon similar to the neo-fascist Italian Social Movement.

Signor Cossiga also obtained assurances from President Bush that bringing the former communist Democratic Party of the Left into a future government would not damage relations between Italy and America. In the past, America has said it was opposed to the communists entering government, and the CIA is believed to have helped the Christian Democrats remain in power.

Meanwhile, the Christian Democrats are reportedly investigating the possibility of creating a government that might include all seven parties to push through electoral and economic reform.

## Booker to seek out the Russian soul

FROM BRUCE CLARK IN MOSCOW

CAN a group of Russian writers, those brooding and quarrelsome creatures, be induced to sit down and make polite conversation at a formal dinner that will culminate in one of them receiving a small fortune from a foreign donor? The answer will be given in December, when the Booker prize comes to Moscow.

In a bold initiative bound to be denounced in some quarters as cultural imperialism, the sponsors of Britain's most prestigious literary award will from this year mount an annual search for the best novel to

have appeared in Russian. The prize being offered is £10,000.

Given the huge outflow, both voluntary and involuntary, of literary talent that was suffered by the Soviet Union throughout its unhappy history, the winner is as likely to be a resident of Brooklyn or Tel-Aviv as of Chelyabinsk or Vladivostok. Organisers say the five judges and 38 nominators, each of whom may propose up to three novels, have been selected to represent a broad spectrum of local and emigre opinion.

Andrei Sinyavsky, the

novelist who spent six years in Soviet labour camps before emigrating to France, will sit on the jury with Oxford's Professor John Bayley, whose wife Iris Murdoch won the other Booker prize in 1978.

The Warton professor of English literature will be wearing his lesser known hat as an authority on Russian classics who has written studies of Pushkin and Tolstoy as well as of Shakespeare and Hardy. The list of his Russian colleagues, who between them represent most of Moscow's prestigious literary jour-

nals, noticeably excludes the more extreme exponents of Russian nationalism and conservatism.

At this stage the identity of the entries is supposed to be secret, but they are rumoured to include the latest work by an author whose investigations into the mysteries of the Russian soul are mainly conducted in London NW3. He is Zinoviy Zinik, the broadcaster whose satire, *The Mushroom Picker*, about a Russian gourmet who becomes a Slavophile in the West, is being serialised on BBC2 television.

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# Making your mark

David Pannick on how to vote and stay out of court

The result of the most closely fought general election for many years may depend on a handful of votes in a few marginal seats. Constituents and candidates should be aware of what, in legal terms, is a wasted vote.

The Parliamentary Elections Rules provide that a voter should mark the ballot paper in the appropriate place and only by means of a cross. But the rules add a vote which disobeys that advice shall not for that reason be void "if an intention that the vote shall be for one or other of the candidates clearly appears, and the way the paper is marked does not itself identify the voter and it is not shown that he can be identified by it". These principles have been applied by the courts in deciding local and central government election petitions in close contests.

In 1880, Mr Justice Hawkins rejected the suggestion that the cross on the ballot had to be "of sufficient thickness to make it easily recognisable by a person of weak sight". Mr Justice Lopes ruled in 1881 that a vote should be counted when the ballot paper had several indentations by the candidate's name and it was unclear whether they "had been made with a pencil, or whether they had been made with a blunt knife, or a piece of wood, or other instruments".

In 1880, Baron Pollock allowed a vote in the form of a circle by the name of the candidate, and a dot in the compartment next to the candidate's name was held sufficient by Mr Justice Bigham in 1908. In 1971, Mr Justice Waller ruled that the returning officer should count a ballot paper on which the voter had simply crossed out the names of the candidates for whom he did not wish to vote.

A voter "managed by his enthusiasm to spoil his vote" in 1911. Mr Justice Channell concluded that the vote should be ignored when the elector was not content merely to put a cross by the name of Mr Henry Duke KC (later the President of the Probate, Divorce and Admiralty Division of the High Court). He had added: "Up Duke".

A more flexible rule now applies. In 1982, the Court of Appeal held that a ballot paper was valid when the elector, in the box to the right-hand side of the name of the candidate "Ruffie", had written "Ruffie Liberal". Lord Denning said that it was plain the voter intended to vote for Mr Ruffie and a person could not normally be identified by handwriting.

At the end of February, the divisional court held that a ballot paper in a Leicestershire county council election was valid when it bore, instead of a cross, a "smiley face" and the words "yes please" against the name of the preferred candidate. But it the voter adds his or her name or initials, then the voter can be identified, and the vote is void, the court emphasised.

Each aspect of the electoral process, from the nomination of candidates to the circumstances in which a riot in the polling booth invalidates the result, has its well documented cases. In 1899, Mr Justice Wright was satisfied that if an elector "purported to nominate a deceased sovereign, there can be no doubt that it ought to be rejected". The returning officer in Finchley for the 1983 general election rejected a nomination paper submitted in the name of a man calling himself "Margaret Thatcher". The returning officer considered that this was designed to confuse the electorate and make a farce of the electoral process. The Court of Appeal rejected an application for judicial review of the decision.

The Representation of the People Act 1983 defines the election offence of bribery to include promising to give money to voters to induce them to vote. Candidates of all parties may also be concerned to learn that there is no specific defence for promises made in an election manifesto.

After the polls close on Thursday night, there will be at least a few candidates in marginal constituencies thumbing through *Halsbury's Laws of England* and reminding themselves of the advice of Mr Justice Gibson in an Irish election petition in 1911, that they have "a duty to familiarise themselves" with election law.

The author is a practising barrister and a fellow of All Souls College, Oxford. His book *Judges in Politics* is published by Oxford University Press.

Electors worldwide are voting against governments rather than for oppositions, says Peter Riddell

# Pity the poor incumbent

RIDDELL ON THE ELECTION

John Major is not alone. The other heads of government in Group of Seven countries are all in political difficulties. In the last few weeks, setbacks have been suffered by similarly long-serving ruling parties abroad: the Christian Democrats in Italy and Germany, and the Socialists in France, while George Bush has limped towards re-election by his party, and the Canadian Conservatives face defeat. This is like the late 1970s and early 1980s, when most of these parties came to power.

Whatever the local factors — such as immigration — the basic cause now, as ten years ago, is recession. Incumbents of whatever political stripe take the blame. Mr Major yesterday tried to brush aside the comparison, while Douglas Hurd argued that socialist parties overseas are not benefiting. But just as Mr Major often argues that Britain cannot isolate itself from an international economic downturn, so the Tories are unlikely to be able to isolate themselves politically. Mr Major admitted as much when he was asked yesterday what was

happening out in the country to explain the polls. He replied simply, "the recession", before going on to argue that but for the "bruises" of the recession, the Tories would have an increased majority.

The story of the election has really been about the recession. For once, the economic cycle has been out of line with the political cycle. My strongest impression of the campaign has been hearing voters say they feel let down by the Tories — especially people in the south-east who never expected to lose their jobs and who may also face difficulties with their mortgages. Add to that the built-up grievances that any government faces after so long in office and it is no wonder that "time for change" has such appeal. 13 years looks long enough for many voters.

Earlier this week, on a wet and cold evening, I accompanied some canvassers down a Hertfordshire street of small detached houses and semi-detached houses worth around £120,000 or so. Most had two cars out in front. This was the Thatcher heartland, but now the Tories are unlikely to win half their votes. Quite a few Tories in the Home Counties will be elected with much reduced majorities.

Today's verdict is likely to be essentially negative. If the Tories lose their overall majority, it will be a vote against the failures of the Thatcher years, not a demand for a big shift in policy. As this morning's neck and neck polls suggest, there is no great enthusiasm for Labour, or belief that a Kinnoch government could dramatically improve Britain's prospects. Labour has become electable again by moving back into the political mainstream. But many voters will be voting Labour in spite of, rather than because of, Neil Kinnoch. And that may still push some voters who prefer the competence of Mr Major back to the Tories.

The likely Labour revival does not imply a rejection of all the changes of the 1980s. Most voters, I reckon, do not want a reversal of the spread of personal ownership, the broadening of consumer choice, the shake-up of former public utilities, and the curbing of the unions.

The politicians, of course, do not see the election in these terms. Mr Major and Mr Kinnoch both argued yesterday that voters face a stark choice and a great policy divide. This campaign has, as campaigns always do, highlighted differences over the level and distribution of taxes, over public-sector intervention in the economy, over the

place of trade unions and over the structure of the health service and education. These dissimilarities reflect distinct attitudes towards the rules of the state, incentives and private enterprise. Some might call these contrasting ideologies, but I think that term implies too great a difference and understates the common ground about the framework of welfare capitalism. It is no longer a clash of socialism versus capitalism, Bennis versus Thatcherism. While many of Britain's allies would no doubt prefer a continuation of the Major-Hurd regime, they would no longer be alarmed by the election of Mr Kinnoch.

The outcome today will matter, but less than the rhetoric of the last month implies. There has been a convergence, not just because both parties have modified their policies since 1987, but because of external constraints. The exchange-rate mechanism restricts flexibility in economic policy, and public attitudes will limit any tax rises.

The biggest immediate impact may be on people rather than policies. The ins will be out and the outs in. There will be shockwaves not just through Westminster and Whitehall but also through the City, the media and many interest groups.

If Labour takes office, even as a minority government, the election may be seen as turning point. But I do not believe that voters want another 1945 or 1979. That is not the message of the campaign. The main mood is of frustration, though not indifference.

Apart from the rise of the Liberal Democrats (skillfully handled by Paddy Ashdown, Des Wilson and his team), little has changed overall during the campaign. The Tories have been fighting against not only national but worldwide economic and political pressures. It is a measure of the electorate's doubts that the outcome is still so uncertain and that we are in for such an exciting evening.

## Bernard Levin celebrates the idiosyncrasies of Britain's much maligned electoral system

My polling station is a synagogue; I have protested before, so amazingly generous and democratic a figure am I, against a state of affairs which virtually disenfranchises fascists and other anti-Semites, who would presumably shun this centre of the Jewish faith, if only in fear of being seized by the Elders of Zion and forcibly circumcised on the very ballot-box. (To say nothing of the shock the returning officer would have when he opened it.) I did toy with the idea of encouraging the fascists to bring a pork sausage into the polling station and ostentatiously eat it, so evening the score, but I think there are regulations against eating in the precincts.

When I first voted in a general election, the authorities feared to let the untutored into the polling booths without instruction, so a specimen ballot paper faced each voter stepping into the cubicle. This, however, posed problems: the names on the dummy could hardly be Smith, Jones, etc. which in other contexts could have been pressed into service; so our masters resorted to Greek: the guidance consisted of a Mr Alpha, a Mr Beta, a Mr Gamma and a Mr Delta (and no damned nonsense about a Mrs Epsilon).

This would not do today, not least because there is a real Mr Alpha — indeed, there are two, plus a firm called Alpha Gas — in the London phone book. There is no Beta, but there is a Betah, together with a variety of Gammians, Gammies and the like. I cannot now remember which election was the first to leave us to our own devices.

For that matter, it was only a few elections ago that the candidates were permitted to put their party affiliation on the ballot paper, our masters do look after us very thoroughly, don't they? Although I cannot find the de-

tails, I am convinced that before the rules were changed there was once a constituency in Wales which was being fought over by a Conservative candidate, a Labour one, a Liberal and a Welsh Nationalist, whose names were respectively Evans, Evans, Evans and Evans.

Let me tell you, I have had some pretty impressive candidates to vote for in my time: one of them was Lord Halsbury, less, when he was plain Mr Halsbury. To balance things, I had an MP who went bankrupt, and had to retire from the House. Mind you, I don't know why bankruptcy should disqualify an MP, when I know for a fact that being drunk from morning to night is acceptable, to say nothing of attempts to ravish the waitresses in the Member's Dining Room for the waiters, come to think of it.

Why do we make a cross on the ballot paper, rather than a tick, a circle or indeed a thumb print? I am glad, though, that we do not vote by pulling a handle on an electric register, as they do in the United States; I am so entirely ten-thumbed that I would undoubtedly fuse the entire system and probably electrocute myself in the bargain.

There will be — there always are — letters to the papers protesting about the number pencilled on the counterfoil of the ballot paper, by which it is possible to discover how we have all voted. The official explanation is so obviously untrue that I have forgotten it: the real reason is that years ago some idiot in M15 announced that such numbers could be used to identify everyone who voted communist. The said idiot never twigged the fact that real subversives took care to vote Tory.

When you think about it, you must agree that our system of recording votes is extraordinarily lax. The voter goes to the polling station brandishing his



poll card (or, indeed, not brandishing it — the poll card is not necessary) and gives his name and address: I have never seen anyone being asked for identification. Are there people who turn up to vote and find that someone else has impersonated

them? And if so, what follows? (The old Ulster rule was "Vote early and vote often".) I can never quite make up my mind as to whether the election I am living through is the most dreadful of my life, or only seems to be: I think that every one is

pretty well, though I have a liking for the French one, which is not PR (from which may the Lord deliver us), but the two-round system. I wouldn't mind changing to the French system. Mind you, the old Soviet system — in which there was a 100 per

cent turnout and 100 per cent vote for the only party — certainly simplified things for the voters. Did you know that there were people in the Soviet Union so eager that they rejected the "candidate" and spoiled their ballot papers?

Could we go back to the Athenian system of ostracism? It's a very jolly one. The authorities announce an ostracism year, whereupon any citizen can nominate anyone for banishment. He merely writes, on a tablet, the name of the figure he wants banished, and puts the tablet in the voting urn. The ballot is secret, and a quorum is only 6,000.

As some day it may happen that a victim must be found, I've got a little list — I've got a little list — I've got a little list. Of society offenders who might well be under ground And who never would be missed — who never would be missed!

As a matter of fact, I've got a list as long as your arm. But there is another and even better system. I can't now remember which enlightened state it was that obliged anyone who proposed a new law to do so with a rope around his neck: if it was voted down he was immediately strangled.

If that is thought to be too extreme, we could at least go back to the Romans. All days, when the ballot was not secret, when unpopular MPs were pelted with dead cats, and the candidates wooed the voters not with promises but with enormous quantities of drink. (The 1987 Lynch Bages, young though it is, goes down a treat, and what's a vote in a marginal worth, eh?)

Oh, well, I suppose it will have to be Screaming Lord Sutch again: one of these days he will get in, and turn all pompous like the rest of them. As for me, I shall take up my invariable election-night position, with a bottle of champagne on either side of me. The one on the right is for celebrating wins by my side, the one on the left for mourning successes by the enemy. And why are all our elections on Thursdays?



## ...and moreover CRAIG BROWN

11.45 pm. Sir Robin Day: I now turn to the ex-MP Sir Shortley Peverell, who has just this minute lost his seat by a vast and resounding margin. How do you feel, Sir Shortley?

Sir Shortley: Absolutely delighted. Robin. Excellent news. Of course, it would be absurd to see this as a simple case of winning or losing. A very substantial number of people in the constituency, voted for me, well into double figures.

Sir Robin: And an even more substantial number voted against you. Did they not?

Sir Shortley: I think at this stage it would be quite wrong — and potentially ruinous for the country as a whole — to get bogged down in the niceties of numbers. I should point out that the votes cast for me represent a huge percentage increase in real terms over the votes that might have been cast for me if my family had not voted, so obviously, I'm absolutely thrilled.

Sir Robin: Sir Shortley, do you see this as a surprising loss for your party, or had you been expecting it?

Sir Shortley: We see it as above all a victory. Sir Robin. Let me explain. If you take the total number of votes cast for my opponents, and you divide them by two, then they amount to substantially less than my own total vote, multiplied by two. It's as simple as that, and frankly I couldn't have hoped for more.

Sir Robin: We have calculated that if the swing in your seat is matched throughout the country, there will be an overall

majority for the other party of over three hundred — the largest since the war.

Sir Shortley: Well, we were always prepared for a hung parliament, and I feel sure that we can still establish an effective government, resolute in its determination to offer this great country of ours a sound future based on commonsense and ordinary, decent values.

Sir Robin: But many would argue, would they not, that with a loss of three hundred seats, your party has been roundly defeated in this election, and cannot therefore hope to form the next government...

Sir Shortley: I have always made it a rule never to trust the polls, particularly the final poll, which, as you know, Robin, tends to distort the general picture by allowing what one might call every Tom, Dick and Harry to throw their oars in. This all adds up to a very distorted picture of what the country as a whole has in mind. I have always been a great believer in looking at the overall picture rather than getting bogged down in "votes cast". I see this result as giving us one of our strongest mandates yet — a real "thumbs up" from the British public, one might say, who have always stuck up for the loser.

Sir Robin: Many people have complained that your party fought a singularly lacklustre campaign, would you agree?

Sir Shortley: Not at all. It was that we aim to let our opponents make the running in all the major issues, and of

course they fell for it, hook, line and sinker. In this way, the public at large got a chance to see them for what they were — a party utterly desperate in its determination to make the running in all the major issues.

Incidentally, might I just add that my impression on the doorstep has been very, very different from the so-called "result" offered by the polling booths up and down the country at large. My experience on the doorstep has convinced me of a terrific swing towards our party's vision for a better future, a future that looks to the present.

Sir Robin: And which doorstep would this be?

Sir Shortley: Well, to be frank, my own. Didn't manage to get about much during the campaign. Awful weather and so on. But the point holds.

Sir Robin: Might a more energetic campaign have yielded better results?

Sir Shortley: Not a bit of it. I took the old-fashioned approach, as suggested in the pamphlet from headquarters, and went out to meet the people, speaking direct to them on an old-fashioned soap.

Sir Robin: An old-fashioned soap-box, you mean?

Sir Shortley: No soap. Drat, I knew I should have turned the page of that pamphlet. Small wonder I kept slipping off.

Sir Robin: And now, in defeat, how do you plan to spend the next five years, Sir Shortley?

Sir Shortley: Frankly, Robin, it's a marvellous opportunity to see rather less of my family.

## Alright on the night, Jack

TONIGHT, in the words of Benjamin Disraeli, will be a time to "Damn your principles! Stick to your party!" Whether they be held in one of the more prestigious London hotels or clubs, or, more simply, in front of the television at home, this year's election-night parties promise to be fun and very different from the last three.

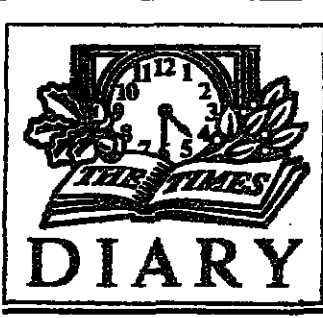
Among the Tory grandees who throughout the triumphant Eighties threw lavish parties on such occasions, a sombre approach is evident. Grief is a private affair, and most of the evening's richer events, including the Central Office party, are being conducted behind closed doors.

Labour has invited the faithful to a party at its Millbank headquarters, a desirable location with a basement swimming pool. The Liberal Democrats will be holding a rather dowdy affair at the National Liberal Club in Whitehall.

Other London clubs are offering an assortment of attractions, from all-night opening at the Athenaeum to a champagne breakfast at the Travlers. The Carlton Club, that stronghold of Conservatism, offers late-night drinking and a "lavish" buffet.

For the cognoscenti the only real parties are the private dinners, being hosted at various opulent venues around the capital, the most notable of which is Conrad Black's at the Savoy. A listing in *Who's Who* is apparently a prerequisite for entry, but this may offer cold comfort for the 300 guests, who collectively stand to lose millions in the event of a Tory defeat.

Other private soirees will be held at the Dorchester, Clarendons, the Ritz and similarly expensive locations. For mere trifles ranging



DIARY

from £225 to £475, voters — mostly of Tory persuasion, one presumes — can enjoy the high life for at least one last night. Special attractions include the ubiquitous swingometer, special election cocktails, and what are charmingly described as "election dance cards" with pencils to mark gains and losses.

Even Jeffrey Archer, the Tories' most famous party-giver, has not organised his own event. He will be at Michael Checkland's BBC party. "I shall be on the move," he says. So, reluctantly, may be many of his colleagues.

## Almanack-gazing

LEST it be forgotten, April 9 marks another important occasion, the significance of which will not be lost on the prime minister. The familiar yellow cricketers' bible, *Wisden*, is published this morning. "I chose the day long before John Major," says Graeme Wright, the editor, who shocked the cricket world by announcing at the *Wisden* annual dinner last night that this year's almanack is the last he will edit. "It is time for a change," he said, echoing the phrase currently adorning a thousand poster sites. The new boss — of *Wisden* that is — will be *The Guardian's* Matthew Engel.

Stella Rimington, the new head of MI5, is not the only member of the security service who objects to her photograph appearing in the press. It seems that the *Special Branch* sniffer dogs are equally publicity shy. When Conservative Central Office attempted to arrange a photo-call for the team of dogs which sweep the premises every morning before the prime minister's appearance, the secret service intervened. "No can do," central office was told. "We don't want the dogs to be recognised."

But in the nick of time, the Tories rally just enough to prevent an overall Labour majority. Not a piece of crystal-ball gazing, simply ITN's dress rehearsal for tonight, featuring live "results" from all over the country and Sir Robin Day, John Sutch and Alastair Stewart in the studio analysing as though it were the real thing. "How do you know about it?" ITN asked. The *Diary* revealed its source.

"Oh yes. We use radios to keep in touch with our link vans. Any really good radio hand could have tuned in."

## Who's counting?

ALL THE constitutional experts have been put on standby tonight, and if there is no overall majority the Queen's private secretary, Sir Robert Fellowes, is expected to sound out Lord Blake, who advised Edward Heath in similar circumstances in 1974.

The Queen will also have the benefit of the reports prepared by Professor David Butler and others at four private conferences at Nuffield College, Oxford, in the 1980s. "It was all very much off the record. But copies of our conclusions went to the palace and the other major players likely to be involved in any negotiations." The names of the politicians who participated remain secret.

Neil Kinnoch would probably seek the advice of James Cornford, a professor of politics at Edinburgh University, who is the director of the Institute for Public Policy Research.

Paddy Ashdown would turn to Lord Holme, chairman of the Constitutional Reform Centre, as his principal adviser. Butler says.

If there is a hung parliament, Richard Holme will, temporarily at least, become the most important man in the country.

For four weeks of voters can experience heady elation, like their school for a class, who for five years if they had jobs for themselves before they turned from office. No turning of the tables or cross-examination of the public on radio.

Nothing of substance from politicians by viewers in this campaign. Interviewers are so "tough" that genuine elicited from a candidate is on the following: he forced an "apology" on proposed candidates as for this. They can even know that if they evade an interviewer will have to answer more questions than often by so few as dunces.

A politician cannot alienate the real electorate. Not know what Members of the public point to make and know succinctly. They can't like, they can interrupt. A rude response. A rude response. Participatory radio programmes are the hush.

The purpose of election is to government. The political archaic. Whatever else in a hung Parliament result. It is to the system that it ran. Internal government. Coalitions in the able and vulnerable parties. The last one of Britain's second world war.

Where hung Britain's first-past-the-post is unstable. When even be stitched together the energy needs business is quick. Elements, or those is too small to Britain to be tr stage in a political.

But the advocate sentation wish to be the only su party in a hung probably be of me always be so. The Kenneth Baker's neath the sheep's wolf of extremism to which hung parties times driven, to without having parties in the maj avoid having to c new Christian I likely to have communist Demo.

The past more indecisive election of them conducted proportional repr

Bill Clinton won New York and ha half the total o delegates he ne nomination as his on President Bus victory has been reluctance of most front-runner and frustration at feeling they neither like no

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More to blame ha has concentrated on and barely debased record as governor o for the American ec passed without the him about suppose ings and unfocusd damaging quality climate. He has b demonstrate on the made him a good g

For four weeks of voters can experience heady elation, like their school for a class, who for five years if they had jobs for themselves before they turned from office. No turning of the tables or cross-examination of the public on radio.





## MOMENTS OF INERTIA

The purpose of voting in today's general election is to choose not an MP but a government. The former view is an engaging political archaism, the latter is reality. Whatever else may emerge from the election, inertial government — minority government in a hung Parliament — would be the worst result. It is to the credit of Britain's electoral system that it rarely gives a hung Parliament. Inertial government, legitimised by shifting coalitions in the legislature, are unaccountable and vulnerable to the vetoes of minority parties. The last such case, in 1976-9, saw one of Britain's worst governments since the second world war.

Where hung parliaments do occur under Britain's first-past-the-post system, they tend to be unstable, unconstructive and short-lived. When every Commons majority has to be stitched together afresh and the sick and wounded dragged from their beds to vote, the energy needed to sustain a flow of business is quickly sapped. Hung parliaments, or those where an overall majority is too small to be stable, have tended in Britain to be transitional, the slack-water stage in a political tide-change.

But the advocates of proportional representation wish hung parliaments henceforth to be the only sort on offer. At least, a third party in a hung parliament this year would probably be of moderate hue. That might not always be so. There is historical backing for Kenneth Baker's recent warning that beneath the sheep's clothing of PR lurks the wolf of extremism. Great are the contortions to which hung parliaments abroad are sometimes driven, to devise stable governments without having to include extreme third parties in the majority grouping. In Italy, to avoid having to count on the neo-fascists, a new Christian Democrat-led coalition is likely to have to embrace the former communist Democratic Party of the Left.

The past month has seen a flurry of indecisive elections in Western Europe, most of them conducted under various systems of proportional representation. There is some

evidence that entrenched centrist coalitions, with large changes in electoral performance reflected in virtually no change in government composition, are leading to public exasperation and a growth in extremist protest-voting. It is thus no coincidence that there is much talk of tinkering with electoral systems. Under the German PR "list" system, any party with 5 per cent of the popular vote gets seats. The far-right's ability to surmount the 5 per cent hurdle has so frightened the two main parties that they are now talking about raising the hurdle to 10 per cent.

In France, President Mitterrand changed the general election system in 1986 to PR, thus letting in a block of over 30 National Front deputies. In 1988 the conservative majority in the National Assembly changed the system back again. Until yesterday, M. Mitterrand was considering a return to PR to stop the socialists being hammered in next year's general election.

The essence of good government is a strong bond between the executive, the legislative majority and the electorate. Governments must propose taxes which bear some relationship to expenditure. Britain's electoral and parliamentary system yields one of the toughest executive regimes in any democracy, so much so that it deserves its label as an elective dictatorship.

Certainly there are features of this system that deserve examination after the election. These include the power of the Commons properly to scrutinise new laws (especially EC laws), the role of a second chamber, and legal guarantees for freedom of information. Drastic action to increase the pluralism of British government, local and regional, is also called for. But emphatic executive action is a virtue, not a vice. Some countries abroad look enviously at Britain's electoral system. The decisiveness which attracts them arises from a long tradition of single-party majority government in Britain. It is, to paraphrase Winston Churchill, the least worst democratic system in the world.

## BILL CLINTON'S MERITS

Bill Clinton won an ugly primary battle in New York, and has now garnered more than half the total of the 2,145 Democratic delegates he needs to assure him of nomination as his party's contender to take on President Bush in November. But his victory has been soured by the open reluctance of most voters to rally behind the front-runner and their widely expressed frustration at feeling lumbered with a man they neither like nor trust.

Two thirds of voters in Tuesday's primaries said they wanted another candidate. Less than a third told pollsters they were happy with Mr Clinton. A quarter turned in protest to Jerry Brown, the maverick former governor of California, and an astonishing 29 per cent voted for a man who had dropped out of the race, Paul Tsongas. Few candidates have ever inspired so little enthusiasm among their supporters.

Mr Clinton has himself to blame for his poor image. Since the admission of a relationship with Gennifer Flowers, he has been on the defensive, countering smears and innuendoes with evasive replies, oscillating between lofty disdain and contrite hared. He admitted smoking marijuana as a student but sought to mitigate his offence by saying he did not enjoy it and did not inhale. Most of America is still laughing. The ridicule has been translated into cartoons of voters emerging from the booths holding their noses and saying: "I voted for Clinton, but I didn't inhale."

More to blame has been a campaign that has concentrated on presidential "character" and barely debated Mr Clinton's views, his record as governor of Arkansas and his plans for the American economy. Barely a day has passed without the tabloid press badgering him about supposed affairs, business dealings and unfocused accusations of sleaze — a damaging quality in today's puritanical climate. He has been left little chance to demonstrate on the stump the qualities that made him a good governor and that are a

refreshing change from the entrenched attitudes of Democratic machine politicians.

In Arkansas the former Rhodes scholar did much to improve a dismal education system, not by squandering money but by insisting on targeted payments for good teachers. He sought consensus and the confidence of the business community, insisting that wealth must be created before it can be spent. He was a good manager, a skilful politician able to balance competing claims on limited resources. In short, he has the training and freshness of vision to concentrate on America's intractable domestic issues which must be the priority of the winner in November. His foreign policy consists of little but safe platitudes so far, but it would be unrealistic to expect more of a man with little exposure in this field. At least he has resisted the easy point-scoring of protectionism and Japan-bashing.

New York was always going to be the biggest test, and may turn out the nadir of his campaign. There is little liking for southerners in this part of America, and little patience for nuances in New York City, mired as it is in debt, pessimism and ethnic hatred. Mr Clinton has demonstrated perseverance, stamina and organisation. His detractors are now calling for a brokered convention, which they hope will open the way for an unblemished outsider who, as a *deus ex machina*, will resolve all the Democrats' internal squabbles and doubts. Some even call for party elders to pick the candidate, saying anything is better than the character assassination of internecine primaries.

They are whistling in the wind. Mr Clinton is now assured of the nomination. He is not such a bad choice, and with a little sleep and time to refocus his campaign he might surprise the sceptics. The Republicans are relishing the chance to take him on, but their confidence may be premature. If Mr Clinton can marshal his party's energies and his own skills he may find Mr Bush more vulnerable than the White House imagines.

## POWER TO THE PEOPLE

For four weeks of an election campaign, voters can experience an unfamiliar but heady elation, like children allowed to run their school for a day. Government ministers, who for five years have been acting as if they had jobs for life, have to humble themselves before those ready to remove them from office. Nowhere is this delicious turning of the tables more evident than in the cross-examination of politicians by members of the public on radio and television.

Nothing of substantive interest was elicited from politicians by professional TV interviewers in this campaign. Today's superstar interviewers are so eager to be thought "tough" that genuine information is rarely elicited from a candidate. The interviewer's eye is on the following day's newspapers: he has forced an "apology" for the poll tax or an "admission" on proportional representation? Modern candidates are too well drilled to fall for this. They can predict the questions; they know that if they evade for long enough, the interviewer will have to move on. Seldom can the same questions have been repeated so often by so few as during this campaign.

A politician cannot afford, though, to alienate the real electors with a brusque "You don't know what you're talking about." Members of the public usually have one point to make and know they must make it succinctly. They can be as abusive as they like; they can interrupt and demand answers. A rude response from a leader to one voter is a rude response to them all.

Participatory radio and television programmes are the hustings of today. They do

not always work. Sue Lawley's Granada 500 left her waving her arms at the audience like a semaphore signaller. But they are spontaneous and unpredictable. They are the last resort of the heckler, boor and whistler. Neil Kinnock was made to squirm when pressed on his own views on proportional representation by a member of the Granada public. When he refused to answer the question directly, the audience erupted in annoyance. John Major yesterday almost apologised for the poll tax on *Election Call*. He was forced to admit that, if the recession was "not his fault", then he should not take credit for a recovery either.

Journalists are accused of shroud-waving when they use personal cases to illustrate a political point. Members of the public do it all the time. "What can you do about the fact that I've lost my job and had my house repossessed, Mr Lamont?" has a far greater resonance than a dry question about prospects for economic recovery. Mr Major was discomfited yesterday by the case of a student so poor that she suffered from malnutrition. Perhaps a team of researchers from Central Office, given time, could find flaws in the story, but the prime minister was on the spot and would have sounded callous had he doubted the facts.

In the House of Commons, ministers may parry criticism with a reference to Labour's record. Phone-in callers will not be fobbed off with such weak debating points. They want answers. Their contribution to this election campaign has been to make politicians wriggle. That is democracy at work.

## LETTERS TO THE EDITOR

1 Pennington Street, London E1 9XN Telephone 071-782 5000

### Election and the economy: minimum wage and taxation

From the Director, Institute of Contemporary British History

Sir, Labour's minimum wage plan may prove beneficial, but not for the reasons for which they intend to introduce it. It is certainly very different from previous Labour employment legislation, such as selective employment tax, in the 1960s, which tended to encourage overmanning and inefficiency in British industry.

In direct contrast the minimum wage, by pricing unskilled labour out of the market, will increase unemployment but might also encourage greater efficiency. Whilst undoubtedly disruptive to industry in the short term it may, in the longer term, force both greater automation and place a greater premium on the acquisition of tradeable skills.

The problem is that it has been conceived as a social, not a supply-side measure, and any possible economic benefits accruing will be largely accidental.

The risk is that the minimum wage will lead to immediate job losses and also wage-push inflation as other workers seek to restore differentials, the discouragement of apprenticeship schemes (already woefully low) and the flight of production and jobs overseas. There is little point in deploying tax incentives to encourage investment with one hand if you are discouraging it with the other.

The minimum wage might be a successful supply-side strategy to force greater automation and a more responsible attitude towards training in British industry if introduced gradually, in association with appropriate incentives. Unless it is an integral part of a strategy to create a highly skilled and automated economy it will however merely compound uncompetitiveness.

Yours sincerely,  
PETER CATTERALL,  
Director,  
Institute of Contemporary British History,  
34 Tavistock Square, W.C1.  
April 5.

From the Chairman of Northern Foods plc

Sir, The voters are being asked to accept the political judgment of the majority of industrialists who support the Conservative party. Before doing so, they should examine the industrialists' record. Most business people might agree in hindsight that Mr Lawson's policies were mistaken. However, we were not obliged by Mr Lawson to create 40 million square feet of unwanted commercial property in London — the equivalent of 1,000 empty supermarkets. Nobody forced the banks to lend the property men the huge sums necessary to carry out these foolhardy ventures.

The building societies could easily have dissuaded their unfortunate clients from over-burdening themselves with debt. Industries and bankers share as much blame as the

government for fuelling the disastrous credit binge.

I would suggest therefore that we business people should spend more time improving our skills in our own environment before venturing into the field of political judgment.

Yours faithfully,  
CHRISTOPHER HASKINS,  
Chairman,  
Northern Foods plc,  
Beverly House,  
St Stephen's Square,  
Hull, Humberside.  
April 6.

From the Chief Executive of the British Hospitality Association

Sir, The suggestion in Wolfgang Münchau's article ("Britain bargains too hard for the minimal effect of minimum wage", April 7) that the impact of the Labour party's proposed £3.40 minimum wage would be minimal is certainly not borne out by a survey carried out for the British Hospitality Association.

This shows that over half the 55 hotels of varying sizes interviewed would reduce their workforce, while 72 per cent would put up their prices, in response to the perceived need to raise all salaries.

Even if the industry was able to limit the impact by compressing differentials, the survey estimated the cost to the hotel and catering industry at £2.5 billion in the private sector and a similar amount in the public sector.

Yours faithfully,  
ROBIN LEES,  
Chief Executive,  
British Hospitality Association,  
40 Duke Street, W1.  
April 7.

From Dr Simon R. S. Szreter

Sir, In its leap to the top of the world's economic league Japan also achieved the most equal distribution of income of any country reporting to the World Bank in 1989.

By contrast, for 13 years Britain has had policies which have made our society more unequal while boosting individuals' incomes. Yet this has failed to improve national economic performance. Whereas Britain was ranked fourteenth in the OECD growth league of gross domestic product per head in 1979 she has slid to eighteenth. Japan meanwhile has moved from seventeenth to seventh.

The Japanese (Koreans and Taiwanese, too) have proved that greater equity of incentives for all citizens is the best way for a nation to compete economically.

Yours faithfully,  
S. R. S. SZRETER,  
173 Gwydir Street, Cambridge.  
April 7.

From Mrs P. E. Braisher

Sir, Mrs F. M. de Burgh Mound (letter, April 6) condemns Mr Kinnock's tax policy. We are one of

the many families whose standard of living has dropped drastically and who stand to gain if Labour is elected.

With the extra money we may be able to stop having to buy clothes from charity shops and jumble sales; pay someone to clean and iron, thereby giving me more time and energy to study for a law degree; buy new household furnishings; pay someone to tend our neglected garden; start patronising local restaurants, pubs and theatres; and give more money, and the time and energy conserved by not struggling to make ends meet, to help our children's sadly under-funded state school.

When I finally qualify as a solicitor, I shall be happy to pay increased taxes on my salary to help those people who do not have the earning power to help themselves.

Yours sincerely,  
PAULINE BRAISHER,  
1a St Barnabas Road, Hightown,  
Liverpool, West Yorkshire.  
April 6.

From Mr Norman J. Griffin

Sir, Tory tax cuts over the years have largely been achieved by breaking the pensions/earnings link in the early Eighties, thus short-changing or cheating the nation's pensioners.

In 1979 the basic state retirement pension stood at 27 per cent of the average weekly wage; from April 6 pensioners will have found that the pension/earnings ratio has fallen to around 18 per cent.

In cash terms this represents a shortfall of nearly £25 a week.

Yours faithfully,  
NORMAN J. GRIFFIN,  
102 Monkmoor Road,  
Shrewbury, Shropshire.

From Mr Charles Reese

Sir, Along with millions of other people in this country of a similar age I shall be voting Labour for the first time. At 29, I was only 17 when Labour was last in power, so I can scarcely remember the feeling of dark despondency that pervaded Britain in the late 1970s.

Only vaguely can I recall the countless strikes and stoppages, power cuts and piles of rubbish heaped in the streets. Our view of ourselves as the poor nation of Europe seems like a distant dream now.

Yes, the Tories have been in for too long, and it is time to let Labour in to bat. I expect to leave on Saturday morning, but I should be back from America in five years, and I promise to write to you when I return and let you know how I got on.

Goodbye, and good luck.  
Yours faithfully,  
CHARLES REESE,  
6 Hawksmoor Mews,  
200 Cable Street, E1.  
April 8.

### Gaining experience

From Mrs Sonia Supple

Sir, I continually hear it said that we cannot elect a party which lacks experience of government.

Since another five years in opposition would add considerably to this inexperience I find this tantamount to our being encouraged to become a one-party state.

I suggest that democrats in all parties must resist this dangerous tendency.

Yours faithfully,  
SONIA SUPPLE,  
The Master's Lodge,  
St Catharine's College, Cambridge.

### Dull opiate?

From Mr Norman Coffey

Sir, "Politicians show signs of fatigue" indeed (headline, April 7, later editions) — and they're indulging themselves. What about the poor electorate? We've had fatigue thrust upon us without so much as a "by your leave".

Yours sincerely,  
NORMAN COFFEY,  
The Arts Club,  
40 Dover Street, W1.

### On the defensive

From Mr Ian A. McCord

Sir, What do you consider to be the more ineffectual defence policy for this nation — transcendental meditation and yogic flying or Trident submarines without warheads?

Yours faithfully,  
IAN A. MCCORD,  
8 Beverley Road,  
Colchester, Essex.  
April 6.

### In the soup?

From Mr Roger Goodacre

Sir, President Mitterrand has been playing around with proportional representation, not to anyone's obvious advantage.

Le Figaro published a nice cartoon, showing a glum figure sitting on his bed the morning after the election results were declared. The caption says, roughly: "I went to bed president of a republic, and woke up president of a ratatouille."

What gastronomic delight awaits Britain's voters after the election: a Scotch broth?

Yours in dread,  
ROGER GOODACRE,  
75 rue Saint Charles,  
75015 Paris.

### European questions

From the Editor of New European

Sir, It is interesting that you report (April 6) that Paddy Ashdown is not keen on the post of minister for Europe in a possible coalition government after the election. It surprised me because only a week ago I thought he was absolutely right about stimulating the debate on Europe. Whether you agree or disagree with the steps he wants Britain to take, it surely must be right that they should be taken after proper public debate.

This has been the problem with our membership of the European Community all along, except for a brief spell during the referendum campaign and a couple of years ago after the Bruges speech. It has appeared to the public that arrangements have been made by stealth rather than with their positive approval.

Since both the major parties are

split on this issue, such a debate, which should be on our breakfast tables every morning, need not be particularly disadvantageous to either. Margaret Thatcher and Jacques Delors were clear about what they wanted and almost got a proper debate going a couple of years ago.

Maybe the public has had a little too much of politicians who think they know what is good for them. The fundamental issues are not tremendously complex and it is on those the voter can and should decide. Of course, many complex developments will arise but, providing these are sorted out in the spirit of the basic decisions, all should be well.

At present we suffer from the images of both the reluctant European and the reluctant Briton. This cannot be good for us.

Yours faithfully,  
JOHN COLEMAN, Editor,  
New European,  
14-16 Carnarvon Road, SW8.  
April 6.

### Royal prerogative

From Mr D. J. Markwell

Sir, It was surprising that Lord St John of Fawley should end his otherwise excellent article (April 8) on the Queen's role in a hung Parliament by envisaging no circumstances in which she should refuse an incumbent prime minister's request to dissolve the House of Commons.

On the contrary, if a prime minister had clearly lost the confidence of the Commons, for example in a vote on some vital issue, and it were clear beyond reasonable doubt (e.g., through a cast-iron agreement between parties making up a majority) that someone else could command its confidence, then the Queen would be acting in accordance with constitutional principle and precedent to refuse a request for dissolution from the incumbent prime minister and, upon his resignation (which would naturally follow), to ask the leader who clearly had the confidence of the Commons to form a government.

A prime minister without the confidence of the Commons has no right to a dissolution (indeed, strictly speaking, no prime minister has a right to a dissolution), and a workable Parliament that has rejected one prime minister but will clearly support, say, the leader of the Opposition, is entitled to continue.

Leaving aside the delayed dissolution of November 1910, the power of refusal of dissolution has not been exercised in Britain this century because the circumstances have not

arisen where it should. They have arisen in some Commonwealth countries, where representatives of the Crown have, quite properly, exercised this power. For example, this happened three times at the national level in Australia (1904, 1905, and 1909) before its then three-party system developed into (in effect) a two-party system.

For the Queen to refuse a dissolution in the circumstances described would not be partisan. No fair-minded person would imagine that it was. The earlier in a new Parliament this situation arose, and the clearer the wish of the Commons to continue with a new prime minister, the stronger the case for refusing a dissolution would seem.

None the less, whether the Queen granted or refused a request for dissolution in such circumstances, the risk of her being dragged into controversy would be unavoidable. When it is clear that another leader could command the confidence of the Commons, it would be better for a prime minister who had lost its confidence to resign, rather than request a dissolution.

Yours faithfully,  
D. J. MARKWELL,  
Merton College, Oxford.  
April 8.

Business letters, page 33

Letters to the editor should carry a daytime telephone number. They may be sent to a fax number — (071) 782 5046.

### Hindsight on the Falkland 'cover-up'

From Captain Nicholas Barker, RN

Sir, As the then captain of HMS Endurance — the ice-patrol ship which the British government proposed to withdraw from the South Atlantic in June 1981, thus precipitating the Falklands war — I agree with Simon Jenkins ("A very British cover-up", April 2) that the Franks report was a whitewash. However, I still feel that its conclusions were appropriate at that time (January 1983) when it would have been quite unnecessary to air our dirty British washing to the rest of the world.

Since 1982 hindsight has become the judge, and despite the protestations of the defence attaché, Colonel Love ("Falklands facts", Life & Times, March 23), there is no doubt that most of our embassy staff in Buenos Aires (including the naval attaché) were fast asleep, together with the appropriate Whitehall departments. After all, the UK had agreed in principle to sell Vulcan bombers to Argentina in early 1982 (report, April 1).

When I made a number of clear warnings, both Sir Rex Hunt and I were well aware of the principles being applied by the Argentine junta to the proposed occupation of South Georgia ("Operation Alpha"). We firmly believed that our Whitehall masters would react in the same way as Lord Callaghan had reacted previously and a small deterrent naval force would be dispatched without delay.

As Simon Jenkins infers, perhaps it would be appropriate to commission a further report/study; but by and large, I think, we should let sleeping dogs lie. Most of those who might be found culpable have been knighted, promoted or decorated — or all three; it would be un-British to unearth another can of Whitehall worms.

Yours faithfully,  
NICHOLAS BARKER,  
Sea Safety Centre and North East Sea Marine Services,  
South Dock, Sunderland,  
Tyne and Wear.  
April 3.

From Mr Anthony Verrier

Sir, Simon Jenkins is less than fair to the Franks report which did reveal, albeit in Whitehall Mandarin, failures to "appreciate" timely intelligence of Argentine intentions.

But the real moral of Jenkins's account is that imperial responsibilities, however residual, cannot be defended by gestures. My father-in-law (Sir Arnold Hodson), as Governor of the Falklands in the late 1920s, always insisted on a couple of cruisers from the South Atlantic Squadron paying periodic visits to Port Stanley.

Later governors were of the same mind. But, by the time nuclear deterrence held sway, "far call'd our navies melt away". The Galtieri junta was not to be deterred when nothing was on station to deter it.

To say this detracts nothing from the courage and discipline of those who recaptured the Falklands — or from the determination of the Chiefs of Staff, whose advice to a prime minister not so belligerent in private as she was in public was strong and consistent. But Jenkins is right: the Falklands was a totally unnecessary war.

Yours etc.,  
ANTHONY VERRIER,  
Travellers' Club,  
106 Pall Mall, SW1.

From Ms Norma Percy

Sir, Under the heading "Argentina's junta troika keeps its peace on Falklands war" your report (April 2) that General Lami Dozo, head of the junta's air force, "has also refused to speak about the war".

In fact the first interview with a junta member was broadcast three weeks earlier, in our programme, *Woolly Al walks the kitty back* (Timewatch, BB2). Your reviewer wrote (Life & Times, March 12):

The conduct of the war, its high politics [was] reconstructed on screen by flair and meticulous research... the air force chief, Lami Dozo, admits that the junta's cardinal error had been to underestimate the British prime minister's determination.

Yours sincerely,  
NORMA PERCY,  
(Executive producer),  
Brian Lapping Associates,  
21 Bruges Place,  
Randolph Street, NW1.

### Saving graces

From Dr R. G. Birch

Sir, Your readers may not have heard my favourite grace (letters, April 2, 4):

Oh Lord above, dear Lord divine,  
Who first turned water into wine,  
Preserve us from those wicked men  
Who want to change it back again.

Yours faithfully,  
RAYMOND G. BIRCH,  
Downsells, Bredgar,  
Sittingbourne, Kent.

From Mrs J. Abercrombie

Sir, A grace used occasionally by the urological surgeons has a certain charm:

We thank thee, O our Lord divine,  
Who turned the water into wine,  
Take pity on us foolish men,  
We're going to turn it back again.

Yours sincerely,  
JENNIFER ABERCROMBIE,  
Church House,  
Catherington, Hampshire.







## OBITUARIES

## SAMUEL RESHEVSKY

Samuel Reshevsky, child chess prodigy and, later, grandmaster, who dominated the American chess scene for nearly four decades, died of a heart attack in Suffern, New York, on April 4 aged 80. He was born Samuel Herman Rzeszewski on November 26, 1911, in Ozorkow, Poland.

IN THE estimation of many, not least himself, Samuel Reshevsky should have won the world chess championship. But he never did. Though he scored spectacular victories in international tournaments and defeated many of the world's top players, including the great Cuban, Capablanca, in 1935, and the formidable, long-reigning Soviet world champion, Mikhail Botvinnik, in 1955, the ultimate prize always eluded him. Nevertheless he was the strongest Western player for more than ten years and regularly defeated his contemporaries in America before and after the war until he was himself unhorsed by Fischer in the late 1950s.

Throughout his career he was regarded as an astute tactician, although he was apt on occasions to become a victim of time pressure.

Reshevsky was already a seasoned player when he reached America in November 1920 at the age of eight. Taught the game by his Orthodox Jewish father at the age of four, he was six years old when he made his first competitive appearance in Vienna, and he went on to stage a grand tour of European capitals, facing dozens of top players in simultaneous exhibitions.

Acclaimed as "the boy wonder of chess", Reshevsky lived up to his billing when he arrived in New York with his parents and manager. Within a week he had simultaneously taken on 20 faculty members at the United States Military Academy at West Point, winning 19 of the games and conceding one grudging draw. A few days later he met Frank J. Marshall, then the reigning US chess champion, who set him three



very difficult chess problems. Reshevsky solved them in three minutes and 25 seconds.

With a gold medal in his pocket and the imprimatur of the American chess establishment, Reshevsky set off on a series of triumphant coast-to-coast tours, playing as many as 75 opponents at once. He became a celebrity, losing only eight of 1,500 games, as wealthy sponsors competed for the privilege of under-

writing his education and the rather more doubtful pleasure of being beaten soundly in their own living rooms. However, Reshevsky's career as a child prodigy came to an abrupt halt in 1922, when a late night appearance brought trouble from child welfare officials.

For a time he abandoned chess and went back to complete his education, studying accounting. The break did nothing to mar his skills at

the board. After graduation from the University of Chicago in 1933 he went on the international chess circuit and scored impressive victories in his first three tournaments. In 1935 he took first prize at Margate, the tournament at which he beat Capablanca. In 1936 he won the first of seven US championships, beating Fine and Kashdan and establishing himself beyond doubt as an international master.

At the retrospectively named "Five World Champions Tournament" at Nottingham in 1936 — the most important tournament to have been played in Britain to that date since 1899 — the opposition was formidable with no less than five past, present and future world champions in the field: Lasker, Capablanca, Alekhine, Euwe and Botvinnik. As a chess prodigy he had to contend with a joint third place with Euwe and Fine, half a point behind the leaders, Botvinnik and Capablanca. But in 1937 at the Latvian spa town of Kemer, he was equal first with one of the host country's players, Vladimir Petrov, and the Czech grandmaster, Salomon Flohr, and later in the year he also won at Hastings. In the gruelling AVRO tournament of 1938 Reshevsky shared fourth place with Euwe and Alekhine, behind Botvinnik and, in first place, Fine and Keres. The tournament was named after the initials of the Dutch radio company which sponsored it and involved its participants in tiring journeys from city to city in the Netherlands, a factor which told heavily against the older players like Alekhine and Capablanca. Back home, he retained his national title in 1938, 1940 and 1942 and defeated Horowitz in a challenge match in 1941.

The first post-war world championship tournament was held in 1948, the first half in the Hague and the second in Moscow. Its primary object was to find a successor to Alekhine, who had died, still holding the title, in 1946. Reshevsky did not win the tournament but he was a credible joint third with

Keres on 10½, behind Smyslov on 11 and an imperious Botvinnik on 14. Reshevsky forthwith announced his retirement. But he could not stay away from the chess board. He came back to defeat Miguel Najdorf, the Polish-born Argentine grandmaster, in 1952 and beat the Yugoslav grandmaster, Gligoric, in the same year. In the Candidates' Tournament in 1953, at Neuhausen near Zürich, Reshevsky shared second place with Keres and Bronstein in a competition which was won by Smyslov. In 1955 Reshevsky made his name in the Soviet Union by beating Botvinnik, then at the height of his powers as world champion.

It was another child prodigy, the 14-year-old American Bobby Fischer, who brought Reshevsky down from this pinnacle. In January 1958 Fischer trounced him convincingly to win the US championship and became the new American chess hero. From that moment, Reshevsky was virtually eclipsed. He did beat Fischer in 1961, but it was a hollow victory: the temperamental Fischer walked out after the 11th game of a 16-game contest when the scores were all square.

None the less, Reshevsky continued to play world championship chess, still showing flashes of brilliance. But he sustained another serious loss in an inter-zonal play-off against Portisch in 1964 and in the quarter finals, four years later, he lost to Korchnoi. But he won his final US title in 1971 at the advanced age for a grandmaster of 59. With his days of glory at an end, he pursued his career in finance, as an investment analyst and insurance salesman. His last world-class showing was in 1984, when he tied for first place in the Reykjavik International tournament.

Reshevsky wrote a number of books on chess. Among his published works were *Chess for Dummies* (1948) and *How Chess Games are Won* (1962).

Samuel Reshevsky is survived by his wife, one son and two daughters.

## APPRECIATIONS

## Rixi Markus



THE generous coverage given to the glittering career, touched with tragedy, of Rixi Markus has hardly mentioned an achievement that pleased her greatly and that is perhaps especially relevant today, election day.

MPs have recently been emphasising their differences with much sound and fury, but in their leisure moments a surprisingly large number of them enjoy a game in which they co-operate as well as contend with each other. Despite a centuries-old ban, revealed only recently, on the playing of card games within the Palace of Westminster, innumerable rubbers of bridge have been played there, especially when awaiting the division bell.

Rixi had a window on political life and she conceived the idea of an annual charity match, with the Commons fielding members of every political persuasion to play duplicate bridge against the Lords. She coached the parliamentarians in tournament procedures and in 1975 the first match took place in a blaze of publicity and parliamentary banter. From the start, Rixi handled all the arrangements, showing much ingenuity in fitting the matches into fraught parliamentary timetables. It did no harm that the Commons included Tony Berry who was deputy chief whip until murdered by the IRA. Rixi perpetuated his close association by awarding the Sir Anthony Berry Memorial Bowl for the best individual performance each year.

The Lords are ahead in the series. Candidates for seats on the teams are numerous, and infighting is in the best West-

minster tradition. Rixi's protégés have played a number of fixtures against foreign teams, usually successfully.

The rationale for these matches, as she saw it, was that if bridge is to be presented as the favourite game of those who are both socially and mentally active, the link with persons in the public eye can hardly do much harm.

Obituaries have rightly contrasted Rixi's womanly qualities with her completely different persona at the bridge table. The best bridge playing MP of all was Iain McLeod who, before he became Chancellor of the Exchequer, wrote a very successful book with a famous title, *Bridge is an Easy Game*. Apropos of Rixi's phenomenal capacity for lightning analysis and her invincible determination to gain ascendancy over her partner as well as opponents, he wrote: "When Rixi is your partner, bridge is no longer an easy game."

Despite this wry verdict, MPs and peers will remember Rixi with no less affection than the world of bridge that she illumined.

Albert Dormer

## Earl Spencer

THERE is so much that the mostly factual, rather gossipy obituaries have not mentioned about Lord Spencer. My first recollections of Johnie were as a young child in New Zealand. He visited us from his post as ADC to the Governor General of South Australia. He brought with him endless gifts for my brother and me and gave us the time of our lives. This was before he had children of his own but his boyish, somewhat rude, sense of humour appealed to all ages. Because

he was a "wicked" adult he became an automatic hero. His sense of fun, his enjoyment in spoiling the young and his intense interest in all human beings made him a very special person.

This continued through the generations with his children and grandchildren when every year he put on a spectacular Christmas party at Althorpe. The enjoyment he got out of the simple things in life was extensive. He will always be remembered for his generosity, his thoughtfulness and his fund of amusing anecdotes.

E. D-C

## SIR LEONARD BARFORD

Sir Leonard Barford, former chief inspector of taxes and member of the board of Inland Revenue, died on April 3 aged 83. He was born in London on August 1, 1908.

LEONARD Barford was not well known as a public figure although he touched on the lives of millions in a direct and significant way. His responsibility was great, heading a workforce equivalent in numbers to that of a major industry — more than 50,000 staff serving in some 750 local offices throughout the country.

Barford, as chief inspector of taxes, was responsible for a branch of the Inland Revenue which dominated the department, and was engaged in levying income tax on individuals, partnerships and companies, often in direct contact with them and their advisers.

He entered the Civil Service in 1930 as a graduate from St Catherine's College, Cambridge, and was appointed

rested with the chief inspector. During his term in that office Barford was also engaged in piloting the branch through major changes in direct taxation following the introduction, in 1965, of capital gains tax and corporation tax for companies in place of income tax as formerly. This period also saw the first steps taken towards the automation of the work of the Inland Revenue department.

The importance of Barford's task and his ability to encompass it was recognised by a knighthood in 1967 and appointment to the board of Inland Revenue itself in 1970. Throughout his career Barford was an untiring advocate of the need for a high level of professionalism in the tax inspectorate in its dealings with taxpayers and accountants.

While his own career advanced Barford also looked after the interests and careers of his colleagues. They showed their confidence in him by electing him to various offices in the Association of Her Majesty's Inspectors of Taxes and to the presidency which he held from 1951 to 1953. His presidency was distinguished by a dinner marking the jubilee of the association attended not only by the then Chancellor of the Exchequer but by every surviving former chairman, including Sir Winston Churchill.

When he retired from the Inland Revenue, Barford became a member of the Horserace Totalisator Board and from 1974 to 1977 was its deputy chairman.

Outside his official duties Barford was for many years an active governor of a school for visually handicapped children. He also gave much of his time to the masonic order in which he held high office. Typically it was the charitable side of masonry which seems to have attracted him most and he was a notable fund-raiser.

A man of wit and erudition, Barford in his periods of relaxation amongst friends enjoyed nothing better than to engage in trenchant exchanges with much give and take all round but always in the greatest good humour.

He is survived by his widow, Betty, and two sons.

## Marjorie Morrison

MARJORIE Catherine Morrison, MBE, who has died aged 91, came to the Architectural Association in London in 1935. There she took charge of the slide collection which under her curatorship became one of the most important in the world. This was an achievement of which many who had grown accus-

tomed to seeing her as a small, elegant figure in black, crossing Bedford Square with her bags of books and negatives, had no idea. She laid the foundations of the present collection with patience and perseverance.

Her intelligence and dedication enabled her to secure a central place for herself in the, then, predominantly male world of architecture. She was appointed MBE in 1983.

## SIR PETER HAYMAN

Sir Peter (Telford) Hayman, KCMG, CVO, MBE, High Commissioner in Canada, 1970-74, died on April 6 aged 77. He was born on June 14, 1914.

DURING a distinguished diplomatic career Peter Hayman held a series of sensitive senior posts culminating in his appointment as High Commissioner to Ottawa. The lustre of his achievements was sadly tarnished in 1981, however, seven years after his retirement, when he was named in the House of Commons, under the cloak of parliamentary privilege, as a member of a child pornography ring. Geoffrey Dickens, the Conservative MP alleged that Hayman's involvement in the case had been the subject of a serious cover-up and argued that because of his work at the Foreign Office and defence ministry, his involvement had laid him open to blackmail and thus made him a security risk.

Mr Dickens's question brought accusations from Sir Michael Havers, the Attorney-General, among others, that Mr Dickens had misused the protection of parliamentary privilege. Although there was criticism of the authorities for allowing Hayman the protection of a pseudonym during the prosecution of other members of the ring, there was also sympathy for the disgrace he suffered.

High points in his diplomatic service had included acting as political adviser in 1958 to the Governor of Malta, Sir Robert Laycock, during the state of emergency following anti-British strikes and rioting on the island; serving as deputy commandant and minister in the British sector of West Berlin from 1964 to 1966; and appointment, for three years from 1961, to the post of director-general of the British Information Services in New York with the task of explaining British policies to the American media.

For two years from 1968 he was deputy under-secretary at the Foreign Office with responsibility for the departments dealing with the United Nations and Eastern Europe. He was appointed High Commissioner to Ottawa during the high state of tension following the kidnapping, by Quebec separatists, of James Cross, the British Trade Commissioner. His appointment at such a time was seen to reflect the high regard with which he was held. He was knighted in 1971.

Hayman was educated at Stowe and Worcester College, Oxford. In November 1937 he joined the Home Office as an assistant principal. From 1942 until 1945 he served with the Rifle Brigade, ending with the rank of major. After the



war he had a further spell at the Home Office, but became an assistant secretary in the Ministry of Defence in November 1950. He was then seconded, in May 1952, for service with the British delegation to Nato in Paris, after which in April 1954 he was appointed a member of the Foreign Service.

After a year at the Foreign Office, he was transferred to Belgrade for three years, becoming counsellor and acting as chargé d'affaires during this posting, after which he was given the special task of acting as information advisor to the Governor of Malta, Sir Robert Laycock. This appointment was made immediately after anti-British riots and strikes in Malta in April 1958, during a state of emergency.

He carried out his exacting task with characteristic good humour and efficiency, and was then transferred as counsellor and head of chancery to Baghdad in June 1959, where he again acted at times as chargé d'affaires.

By this time his genial and sanguine approach to the problems with which he was confronted, had earned him the reputation of being particularly effective in the public relations field, and in September 1961 he was appointed director-general of the British Information Services in New York. He was made a CMC in 1963 and in 1966 was given increased responsibility as deputy commandant of the British sector of West

Berlin. Hayman was serving in West Berlin during the Queen's visit to Germany in 1965 and was awarded the CVO after it.

Hayman then returned in 1968 to the Foreign Office as deputy under-secretary with responsibility for the Departments dealing with the United Nations and Eastern Europe until he was appointed in 1970 to be High Commissioner in Canada. In Ottawa Hayman was fully extended in the face of the idiosyncrasies and difficulties of the government of Pierre Trudeau, the Canadian prime minister, and his period as High Commissioner included the Commonwealth summit conference in Ottawa in 1973.

His retirement, taken in 1974, was damagingly disrupted when it became known that a quantity of pornographic literature had been discovered in the flat which he had rented in Linden Gardens, Notting Hill. The discovery took place during a police raid in connexion with enquiries into the Paedophile Information Exchange of which he had been a corresponding member. At subsequent hearings Hayman's name was not disclosed, but amid accusations of a cover-up he was later named in Parliament. He had meanwhile resigned from his various appointments.

The group published a contact magazine carrying advertisements from men seeking sex with children. Hayman's secret life was discovered when a packet addressed to "Mr Henderson" at his Notting Hill flat was found on a London bus and given to the police. The flat was raided in November 1978 and police found a mass of pornographic material including photographs of prostitutes and letters from other members of the paedophile group. There were also 45 volumes of diaries kept by Hayman including entries relating sexual experiences or fantasies. Police interviewed him and others identified with the material but it was decided not to prosecute because there was no evidence of any offence other than possibly one of sending indecent material through the post. Hayman escaped with a caution until three years later when the magazine *Private Eye* drew attention to the involvement in the ring of "a senior civil servant".

Three years after his exposure in the Commons, Hayman suffered further disgrace when he was fined £100 for an act of gross indecency with a lady-driver in a public lavatory in Reading.

Hayman is survived by Lady Hayman, formerly Miss Rosemary Eardley Blomfield, whom he had married in 1942, and their son and daughter.

## HELEN DEUTSCH

HELEN Deutsch, award-winning screen writer of such diverse films as *Lili*, *I'll Cry Tomorrow*, and *King Solomon's Mines*, died at her Manhattan home on March 15 aged 85.

HELEN Deutsch never learned to type, relying instead on an old dictaphone, but her output was prolific. Besides her 15 screenplays she wrote short stories for magazines, hundreds of newspaper articles, and several plays and television scripts. She was also a lyricist, though one of her most successful songs, "Hi-Lili-Hi-Lili-Lo", she dismissed as "dreary". Her screen-writing

career got off to a flying start when she co-authored the script of *National Velvet* in 1944. The film was named one of the ten best of the year and propelled Elizabeth Taylor to stardom. It was followed by *The Seventh Cross*, with Spencer Tracy giving an outstanding performance as a refugee from a Nazi death camp, and Deutsch's future with Metro-Goldwyn-Mayer seemed assured.

Deutsch's script for *Lili*, with Leslie Caron in the role of an orphan smitten with a carnival magician, won the Cannes Film Festival in 1953 and was nominated for an Academy Award. One critic described it as "lovely and

beguiling...touched with the magic of romance and the shimmer of masquerade". It later became the Broadway hit musical *Carnival*.

Working mainly with adaptations of plays and novels, her talent was distinctly eclectic. She was equally at home with psychological dramas and musicals, winning plaudits in 1956 for *I'll Cry Tomorrow*, the true story of Lillian Roth's struggle with alcoholism, and *The Unsinkable Molly Brown*, which garnered six Oscar nominations in 1964. Three years later Deutsch's career in Hollywood came to an abrupt halt with an angry row over

based on the best-selling novel by Jacqueline Susann, was a commercial success but a critical disaster. Deutsch disavowed authorship, claiming that Susann had meddled with the script.

A graduate of Barnard College in 1927, Deutsch managed a theatre company, worked as a publicist, and did a stint as a theatre critic before becoming a freelance writer. In later years she became a consultant for stage, film and television, and was a student of medieval English, French, German and Sanskrit, owning a collection of rare books and manuscripts.

Her marriage was annulled.

## April 9 ON THIS DAY 1927

The Frenchwoman who sheltered a British trooper for nearly four years after the Battle of Le Cateau in 1914 was among those honoured at a large gathering in London. Other French men and women who were betrayed were less fortunate and for their compassion were brutally treated by the Germans as were their families.

## HEROINES OF THE WAR. MANSION HOUSE RECEPTION.

Poignant stories of the war were recalled at the Mansion House yesterday, when the LORD MAYOR presided at a large gathering assembled to do honour to four French women, who, in the early days of the struggle near Mons, braved untold perils to shelter and help British soldiers who had been cut off from their regiments. They were Mme. Belmont-Gobert, her daughter, Mme. Lesur, Mme. Cardon, of Berry, and Mme. Bauduin, of Le Cateau, and the story of their almost incredible heroism, as told by the Lord Mayor, deserves to rank among the epics of all time.

On the platform, in addition to the Lord Mayor and the Lady Mayors, were distinguished representatives of the two countries... and sitting near was Trooper Fowler, of the 11th Hussars, whom Mme. Belmont-Gobert sheltered for nearly four years in a wardrobe, despite the fact that 25 Germans were billeted in the same house. The wardrobe has since been presented to the Imperial War Museum.

The LORD MAYOR said what these women did was but typical of the bravery and courage displayed in various ways by thousands of their race and sex during the Great War. Trooper Fowler, he explained, was found in the woods after

the battle of Le Cateau and was taken, by her son-in-law, to the house of Madame Belmont-Gobert, who unhesitatingly gave him shelter. The story is an incredible story, but Fowler remained undiscovered in the house of this splendid Frenchwoman until October 10, 1918, when the blackness of four terrible years was dispelled by the entry of the British troops into the town. Madame Belmont-Gobert was incessantly faced with the problem of obtaining food for her hidden guest, and in the solution of this problem, she was nobly helped by her daughter Angèle, now Madame Lesur.

Magnificently, Madame Belmont-Gobert escaped betrayal, but neither Madame Cardon or Madame Bauduin was so fortunate. Simultaneously with the concealment of Trooper Fowler, Corporal Hull, also of the 11th Hussars, was being sheltered in the house of M. Cardon and his wife. Hull's cachette was revealed to the Germans on September 27, 1915, 13 months after he had been received and hidden in that hospitable home. Hull himself was shot. M. Cardon escaped, but was ever on the move to avoid capture; his health was undermined, and he died a few years ago, the victim of his reckless harbouring of a British soldier. His wife was first condemned to death, but the sentence was commuted to one of imprisonment in Germany, and she was ruthlessly torn away from her three children. On August 25, 1914, Mme. Bauduin took into her home at Le Cateau a young Cameronian, David Cruickshanks, and kept him concealed until he was betrayed on September 10, 1916. Taken before a German court-martial, she made so impassioned an appeal on behalf of the British boy that the tribunal commuted his death sentence to one of imprisonment. She suffered imprisonment in Germany, her second son was sent to hard labour, and her daughter was left alone in the broken-up home.







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TODAY IN BUSINESS

DISNEY TIME



Euro Disney will keep its promises to open its gates on schedule this Sunday. Martin Waller looks at the prospects of Europe's largest leisure project  
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SALES BOOST

A statutory minimum wage would lead to a strong rise in retail sales, according to a leading City stockbroker  
Page 31

BED AND GLOOM



Queens Moat Houses, the hotel chain, chaired by John Baird, has given warning that there has never been a time of greater uncertainty in its sector  
Page 31

NUMBERS SLIP

ICL, the British computer company, suffered a 43 per cent fall in profits but still outperforms its European rivals  
Page 31

FEE PLAN



Robert Bruce argues why plans by the Institute of Chartered Accountants to raise subscriptions payments are doomed  
Accountancy Times, page 35

THE POUND

US dollar 1.7505 (+0.0042)  
German mark 2.8419 (-0.0014)  
Exchange index 90.1 (same)  
Bank of England official close (4pm)

STOCK MARKET

FT 30 share 1854.7 (-10.6)  
FT-SE 100 2393.2 (-11.0)  
New York Dow Jones 3165.70 (-47.85)  
Tokyo Nikkei Ave 17175.53 (-616.02)

INTEREST RATES

London Bank Base 10 1/4%  
3-month interbank 10 1/4% 10 1/4%  
5-month interbank 10 1/4% 10 1/4%  
US Prime Rate 6 1/2%  
Federal Funds 3 1/4%  
3-month Treasury Bills 8 3/4%  
30-year bonds 10 1/4% 10 1/4%

CURRENCIES

London New York  
\$ 1.7505 \$ 1.7505  
DM 2.8419 DM 2.8419  
FF 166.65 FF 166.65  
Sfr 1.3663 Sfr 1.3663  
Yen 160.37 Yen 160.37  
ECU 1.3663 ECU 1.3663  
S 1.3663 S 1.3663  
L 1.3663 L 1.3663  
London foreign market close

GOLD

London Fixing  
AM \$377.70 PM \$377.50  
close \$376.50 \$376.50 (1993 40)  
1993 40  
New York  
Come \$378.75 299.25

NORTH SEA OIL

Brent (May) \$19.10 bid (\$18.85)

RETAIL PRICES

RPI 136.3 February (1587=100)  
\* Denotes midday trading price

# Computer trading halted as Dow plunges for second day

## Wall Street hit hard by Nikkei's slump

FROM PHILIP ROBINSON IN NEW YORK AND JOANNA PITMAN IN TOKYO

HEAVY losses on Wall Street in the first 90 minutes of trading triggered a compulsory halt to computer-related selling as the New York market reacted to Tokyo's overnight 600-point slump.

In the first hour and a half of trading, 130 million shares changed hands sending the Dow Jones industrial average down more than 50 points and taking the two-day loss to 113 points.

The nervousness was compounded by fears over the financial fallout from the £10 billion debts of Olympia & York, the Canary Wharf property developer.

The market stabilised by lunchtime with the Dow down 48.53 at 3,165.02.

On Wednesday, Tokyo stock prices had plunged again with the Nikkei 225 average hitting a new five-and-a-half year low of 17,175.53, having shed 616.02 points. For the first time since 1986, the market momentarily dipped below 17,000.

Sales of bank stocks were responsible for dragging the market down as investors expressed concern over Japanese banks' abilities to meet capital adequacy standards of the Bank for International Settlements and to deal with bad debts. Many investors, particularly foreigners, are selling bank stocks short. The value of bank stocks has fallen by over 20 per cent in the last 10 trading sessions, compared with a 12 per cent decline in the Nikkei average.

Many Tokyo investors appear resigned to letting the market decline further. Few are prepared to predict the market's low point, but the most pessimistic traders have been talking about a 10,000 level for the Nikkei average. "I feel like crying. We're being bled to death," said one, a proponent of the market's most dramatic theory of "total Domsday meltdown". Wall Street lost 61.94 on

Tuesday, its biggest one-day drop since last November and the first major break in the market since the latest rally started in December and took the Dow up almost 400 points before it peaked.

American banks were among the worst hit as fears grew about the write-offs they will have to take over O&Y, the world's largest developer, which is embroiled in cash difficulties. Analysts said O&Y's failure to make a \$62 million bond payment on Tuesday signalled its cash position was worse than most feared.

That news was largely responsible for a near-50 point drop in the Toronto market on Tuesday, which combined with the continued weakness in Tokyo to panic an already jittery Wall Street yesterday. Citicorp, Chemical Banking Corp and BankAmerica, which all have exposure to O&Y debts, lost between 25 cents and \$1.25.

Edward Shopkorn, managing director of institutional equity services at Mabon Securities, the New York broker, said: "The market is very nervous. It's concerned about what's going on in Japan and it's also concerned about Olympia & York."

Other analysts say investors are growing nervous about the timing and force of an American economic recovery. Some now fear first-quarter corporate profits, due in the next fortnight, will not show the kind of conclusive proof of a turnaround that economists

had been expecting late last year. Others are worried about the dimming price of oil.

Airline shares continued to fall after a nosedive on Tuesday. AMR, parent company of American Airlines, dropped 25 cents to \$67.5 yesterday before a major strategic announcement by the company due this morning. Industry sources are expecting the company to announce substantial reductions in air fares, some by as much as 40 per cent.

In Tokyo, an international finance manager at Industrial Bank of Japan, said: "If the market declines much further then some banks will be severely hurt and if there is a major fallout then that could trigger a chain reaction that could affect the entire Japanese financial system. The financial authorities would not let that happen, they could step in at any time and order institutional investors to buy and support the market using government funds. But they are not doing so yet because they believe that speculative investors have not yet learned their lesson from the bull markets of the 1980s."

## Tokyo overshadows poll in the City

BY MICHAEL CLARK AND COLIN NARBROUGH

The election took a back seat in the City as dealers and fund managers turned their attention to sharp overnight falls in New York and Tokyo.

Share prices and bonds were marked sharply lower first thing in London, with the FT-SE 100 index down more than 30 points amid growing concern about a possible worldwide stock market collapse. News of a 61-point setback for the Dow Jones industrial average overnight alerted investors to the fact that they face a nervous time over the next few days.

But market-makers in



From bad to worse: Tokyo share dealers watch the Nikkei fall over 600 points

London managed to contain the situation. They have been running level positions for the past few days ahead of today's voting. Their first move was to call prices lower to deter sellers looking to unload stock. This paid dividends.

Further buying of the June series in the futures market and sporadic bouts of bear closing helped the FT-SE reduce the fall to less than one point by mid afternoon. But an opening fall on Wall Street left it 11 points down at 2,392.2 by the close. The pound climbed back above DM2.8450 and stayed

there most of the day, as the foreign exchange market awaited the outcome of the election.

The money market, which began the week nervously anticipating a base rate increase of at least half a point soon after the election, was more relaxed. The three-month interbank lending rate closed at 10 1/4 per cent, against 10 1/2 per cent on Tuesday. Despite receding money market expectations of a base rate rise, sterling recovered from its opening DM2.8392 to move back above DM2.84 by late morning. At the offi-

cial London close at 4pm, it stood at DM2.8419, slightly lower than Tuesday, having dipped more than a quarter pence at the end of the day.

Avinash Persaud, chief currency analyst at UBS Phillips & Drew, said sterling's apparent resilience probably reflected short-covering before the election.

Against the dollar, the pound finished at \$1.7505, up nearly a half cent. Its trade-weighted index was unchanged at 90.1.

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Comment, page 33

## Costain plunges to big loss

BY MATTHEW BOND

COSTAIN Group is the latest contracting company to report larger than expected losses for 1991. After writing down property assets by £66.5 million, Costain made a pre-tax loss of £69.2 million (£5.5 million profit).

The company has scrapped the final dividend (7.5p), leaving a total payout at the interim level of 4.75p (12.25p). During the year the company shed 3,000 jobs in Britain, 27 per cent of its UK workforce. Costain's most profitable business was coal mining in America and Australia, but even this reported a 24 per cent drop in operating profits to £33.6 million.

Peter Sawdy, chairman, said: "The severity and prolonged nature of the UK recession, combined with recessionary effects in other world markets, has led to one of the most difficult years in the group's long history."

The £32.5 million writedown of Costain's UK land bank takes the total over the past three years to £70 million, suggesting that land values have fallen by half since the peak. Peter Costain, chief executive, said the group had not bought land since 1988 but denied it planned an early withdrawal from housebuilding. Last year Costain sold 400 units at an average price of £70,000.

During the year, the company sold its commercial property investment portfolio for £101 million, making a £34.3 million loss but helping to reduce net debt to £168 million. A further £50 million of office balance sheet debt relates to Costain's one-third share of the Spitalfields development site in the City. Mr Costain said a recent site appraisal indicated there was no need for a provision against the development.

Costain's engineering and contracting division made an operating profit of £24.6 million, after a £12 million provision against the group's 10 per cent interest in TML, the contracting consortium building the Channel tunnel.

Withdrawal from several businesses, including gold mining and housebuilding in America, resulted in extraordinary losses of £24 million and took the group's attributable losses over £104 million.

Tempus, page 32

## Deal cuts Japanese car imports to EC

FROM TOM WALKER IN BRUSSELS

JAPANESE car imports into the European Community during the rest of the year are set to fall, following secret negotiations between the EC Commission and Japan's international trade ministry.

Commission officials are tight-lipped on the talks, but it is understood that total imports into the EC of Japanese cars will now fall well below last year's 1.26 million cars. The figures do not include Japanese "transplant" cars, made at factories inside the Community.

Japanese sources admit Tokyo made a diplomatic blunder in its bilateral trade deal made with America earlier this year, under which it agreed to accept increased imports of American cars and parts. The deal was heavily

criticised in Brussels, in particular by Sir Leon Brittan, competition commissioner.

Japanese papers yesterday ran stories on a new bilateral deal between Britain and Japan under which 170,000 Japanese cars will be imported into Britain this year, the same number as in 1991.

Under a car accord negotiated with the Community last year, Japan will limit its exports to the EC between 1993 and 1999 to a quota of 1.23 million cars a year, but from the turn of the century a totally free market should come into force. This deal has come under fire from the French and, with car sales depressed in the EC, the commission was under pressure to keep Japan's market share limited this year.

## Heron bondholders asked to be patient

BY JONATHAN PRYNN

HERON International has advised holders of its £450 million of eurobonds to "be patient" after managers of seven of the outstanding bond issues informed the company that the bonds were technically in default.

Heron has 11 bonds in the market. So far, three lead managers, Warburg, Soditic, Credit Suisse and Deutsche Bank, representing holders of seven eurobonds, have declared events of default.

All six of Heron's Swiss franc bonds and one mark bond are affected. The company also has three ecu bond issues and one each of dollars and French francs.

Some bondholders are worried that Heron's proposals to restructure its £1.3 billion of debt will favour the banks at

their expense. A Heron spokesman said the bonds had been technically in default since March 27, when the property and motor dealing group, which is headed by Gerald Ronson, announced that it was seeking a rescheduling of its debt repayments.

Bondholders should be patient and await proposals, he said. Heron wanted "equitable treatment" for them and for the banks.

The bondholders are thought unlikely to want to threaten the group's survival by calling in the bonds, which are all unsecured and would thus rank behind bank debt if the company were wound up.

The bond managers have been in contact with each other and are due to meet in Zurich on Monday.

## TV-am is back in the picture

BY MELINDA WITTSTOCK  
MEDIA CORRESPONDENT

TV-AM, one of the losers in last autumn's blind-bid TV franchise auction, is negotiating to join a consortium bid for Channel 5, the new terrestrial television licence that will be advertised next week by the Independent Television Commission.

Bruce Gynnell, TV-am's chairman, is talking with Conrad Black, the Canadian proprietor of The Daily Telegraph, CLT, the Luxembourg broadcaster Time Warner, the American media conglomerate as well as several Hollywood studios.

He is understood to want the management contract to run Channel 5, which would operate out of TV-am's Camden Town studios. A source in the consortium said Mr Gynnell, who rescued TV-am from near-bankruptcy in the mid-Eighties, would be the chair-

man if negotiations were successful. Nothing has yet been formally agreed; talks are continuing among all likely investors and management teams. However, with £50 million cash, purpose-built premises and no restrictions on the size of TV-am's stake in the venture, it is thought likely that TV-am will emerge as a significant player whatever the consortium.

Last week TV-am, together with Virgin, won the national commercial pop radio licence. It has also put in a bid to run the commercial teletext licence.

Thames Television, another franchise loser, has confirmed that it intends to join a Channel 5 bidding consortium. Together with Time Warner, it has been talking with the Five TV consortium led by Moses Znaimer, the Canadian owner of the Toronto station City TV, and Primestime, the independent British producer. Unlike TV-am, however, Thames will be restricted to a 15 per

cent stake in the venture, as it wishes to retain its status as an independent producer.

Silvio Berlusconi, the Italian media mogul, also intends to bid together with Channel X, the independent production company run by Jonathan Ross, a talk-show host, and Mark Bolland, former deputy director of programming at Channel 4.

However, Signor Berlusconi's insistence on total management control, along with his reputation for broadcasting soft pornography and cheap game shows, is understood to be deterring British investors from joining his consortium.

Start-up costs of Channel 5, which will be awarded to the highest cash bidder after a quality test, are estimated at between £100 million and £500 million. The winner must pay for the returning of millions of VCRs now using the frequencies designated for Channel 5.

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on the profitable  
groups? Klein  
"£3.40 an hour"



## Queens Moat profits fall, but the group goes on expanding

## Hotel chief sees no evidence of recovery

BY MARTIN WALLER

QUEENS Moat Houses, the hotels chain chaired by John Baird, illustrates vividly the depth of the recession suffered by Britain's hotels industry. It announced a fall in pre-tax profits to £90.4 million from £94.1 million for the year to December 31, despite a strong performance from the continental business that makes up half the group.

The company continues to expand, however. It has bought a large hotel in Chester, built three years ago by a Business Expansion Scheme company, in a complex deal worth £15.6 million. Mr Baird and various other directors have small shareholdings in that business.

A final dividend of 1.54p makes a total of 2.882p for the year, a rise of 10 per cent on 1990, but Mr Baird was cautious about prospects

for the current year. "There is still no sign of sustained recovery in the UK," he said. "I can't think of a time when I've been in business when there have been more uncertainties."

Room occupancy rates in Germany and the Benelux countries held at the previous year's levels or improved marginally, but in Britain they slipped further, from 65 to 62 per cent.

Queens Moat is buying Chester International Hotel, a business the group helped to set up five years ago under a BES scheme. Queens Moat has 28 per cent of the business after full conversion of convertible preference shares, and directors and their families held an additional 2.9 per cent personally.

The shares that Queens Moat does not already hold are being bought for 168p each, making a total of £6.9 million, and Queens Moat is taking on debts of £6.1 million. The price puts a value of £106,000 a room on the purchase, seen by some analysts as high for a provincial hotel in a depressed market.

Mr Baird defended the purchase as "probably one of the top ten hotels in the UK". He said Chester International was making gross profits of £1.5 million a year.

The price was "satisfactory" he said, and was below the average paid for such hotels over the past three years. An independent valuation was made and Queens Moat has paid a 6 per cent premium on this valuation.

Independent directors of Chester have said the offer is fair and reasonable, as has Charterhouse Bank, which is acting for Queens Moat shareholders.

Mr Baird holds 20,000 shares in the BES company. Martin Marcus, the deputy chairman, has 25,000 and he and David Hersey, another director, are also directors of Chester.



In the hot seat: John Baird, chairman, at a Queens Moat's hotel in Brentwood this week

## Brierley in talks on GPG suspension

BY COLIN CAMPBELL

SIR Ron Brierley, describing British accounting standards as "ghastly", said GPG (formerly Guinness Peat Group) was holding talks with the London Stock Exchange this week to discuss the continued suspension of GPG shares.

He told GPG's annual meeting that much had happened since the December 1990 suspension, and he hoped it would soon be lifted. "If it [the suspension] is lifted shortly, there will not be much more to say. If it is not lifted, there will be lots to be said," he remarked. GPG shares were suspended on the grounds that the company was merely a cash shell.

Minority shareholders questioned the use of an accounting presentation not yet adopted by the UK

Accounting Standards Review Board, which they said "flattered" GPG's earnings record. Sir Ron replied that the presentation was a simple concept that gave a realistic picture of the company.

Sir Ron was asked about appointing non-executives to the board, whether GPG was pursuing outstanding debts and claims due the group, and about GPG's role in a hostile AS127 million (£56.9 million) bid for Australian Consolidated Investments.

He said GPG was taking proceedings in relation to various outstanding amounts. He believed the bid for ACIL would succeed. His attitude about the appointment of non-executives was that the current board of four was itself responsible to all shareholders.

## ICL aims to float despite profit fall

BY OUR INDUSTRIAL CORRESPONDENT

ICL reaffirmed the commitment of its Japanese and Canadian owners to a London flotation despite a 43 per cent slump in pre-tax profits, to £62 million, in 1991.

The computer company, 80 per cent owned by Fujitsu, and 20 per cent by Northern Telecom, suffered a severe erosion of profit margins in difficult market conditions. Revenues increased 16 per cent to £1.876 billion. All but 2 per cent of the growth came from acquisitions, notably that of Nokia Data in Scandinavia, included in the figures for the final three months of the year but adding nothing to group profits.

Peter Bonfield, chairman, said ICL made a profit in a year when most of its competitors had lost money. The company was determined to become "Europe's leading international information technology company". ICL still has a long way to go, however. IBM UK alone has revenues of almost £4 billion.

Mr Bonfield said 1991 was a year of significant achievements for ICL. The company continued to develop its links with Fujitsu, the world's second-biggest computer maker, since it paid £743 million to STC for its ICL stake in 1990.

At the time of that deal, ICL was promised a stock market quotation in two to five years. Mr Bonfield said the company was still "on track to hit the window," but added: "We will not float until we can get 225p for the shares."

That suggests the partners are looking for a return of 40 per cent over the 161p a share which Fujitsu paid.

Yesterday's figures show one benefit of having trade owners. In 1991, the company's margin on sales, at the operating level, fell from 7 per cent to 4 per cent. But ICL raised spending on research and development by £8 million, to £223 million, almost 12 per cent of revenues.

Underlying cash flow remained positive, but dividend payments were cut from £34 million to £8 million. And net borrowings rose from zero to £51 million, a gearing level of 17 per cent.

ICL's traditional strength was in mainframe comput-

ers, particularly for public service organisations. In hardware, accounting for little more than half of revenue, ICL now has a broad range. The Nokia deal almost doubled the company's sales of personal computers, and will help ICL in the expanding market for network systems. The company is also pushing hard to win increased sales of larger computers and peripherals, and claims to be among the first to produce its entire range to the "open standards" which allow full compatibility between different systems.

The company has reinforced its ability to offer managed services by a series of acquisitions, and is working to increase software sales. Some benefits are already being seen through sales. ICL has been selected by British Gas as the company's sole corporate systems supplier, a move expected to be worth £200 million over five years.

Mr Bonfield said 1992 would be a tough year, but new products should soon stimulate demand growth.

## Court puts BCCI compensation package on hold

BY JON ASHWORTH

CREDITORS of the Bank of Credit and Commerce International face more delays in their fight to win compensation after moves to win clearance for a \$3.1 billion package were frozen by the High Court in London.

Liquidators of BCCI were hoping to win approval for a complex funding package that would guarantee creditors up to 40 per cent of their money back. However, the High Court has ordered the plans to be put on hold for four weeks to allow creditors more time to consider the proposals.

Touche Ross, the English liquidator of BCCI, is concerned that the delay will throw plans for compensation into jeopardy. Court approval is needed in Britain, Luxembourg and the Cayman Islands by June 30 if the scheme is to go ahead.

Hearings have been scheduled in Luxembourg and Grand Cayman for the end of April, but both may now be postponed until after the next British hearing on May 11. Granting the adjournment, Vice-Chancellor Sir Donald Nicholls said BCCI's informal creditors' committee had not had enough time or material to properly assess the proposals. Many creditors were "undoubtedly unhappy" with the proposed terms, he said.

Creditors face a ten-year wait if the proposed package of compensation is not approved by the June deadline. Under the deal, \$1.4 billion in assets recovered from BCCI would be pooled with \$1.7 billion from the Abu Dhabi majority shareholders.

The deal is subject to agreement from creditors as well as court approval in three countries. If consensus is not reached, legal action against Abu Dhabi over the recovery of funds could take ten years. If approved, an interim

payment of about 10p in the pound could follow early next year. The pooling deal is expected to speed up distributions to creditors and increase the amount they stand to get back from less than 10 per cent to between 30 per cent and 40 per cent.

In agreeing to the deal, the majority shareholders and the liquidators would promise to drop claims and counter-claims. Creditors would be required to sign over all legal rights before they could benefit.

## Asset slide reinforces Cairn loss

BY OUR CITY STAFF

SUBSTANTIAL provisions against the declining value of oil and gas interests left Cairn Energy, the independent exploration and production company, with pre-tax losses of £27.5 million (£374,000 loss) in 1991.

The company said the exceptional depletion charge of £24.5 million reflected a "permanent impairment" in the book value of the oil and gas assets caused by depressed oil and gas prices, particularly in America. The write-down reduces the value of Cairn's assets to £31.8 million.

There was an operating loss of £2.08 million (£650,000 profit), caused by the lower oil prices and the curtailment of production in the North Sea Forties field due to essential safety work. Results were further affected by a higher standard depletion charge of £7.8 million (£5.2 million).

Losses were 113.6pp a share, compared with a 1.52p deficit last time. The shares fell 4p to 28p, sharply down from 160p a year ago.

## COMPANY BRIEFS

**BLOCKLEYS (Fin)**  
Pre-tax: £1.06m (£3.29m)  
EPS: 2.48p (8.16p)  
Div: 1.43p, mkg 3.38p

**SYKES-PICKAVANT (Fin)**  
Pre-tax: £731,000  
EPS: 5.25p (8.33p)  
Div: 3.5p, mkg 5.75p

**RICHARDS GROUP (Fin)**  
Pre-tax: £1.02m (£1.46m)  
EPS: 9.18p (12.01p)  
Div: 2.75p, mkg 4.4p

**STERLING TRUST (Fin)**  
Pre-tax: £3.36m (£6.6m)  
EPS: 10.7p (7.8p)  
Div: Total 5p (10p)

**MALAYA GROUP (Fin)**  
Pre-tax: Loss £500,000  
EPS: N/A  
Div: -

**CSC INVESTMENT (Fin)**  
Pre-tax: £112,843  
EPS: 5.15p (5.31p)  
Div: 3p, mkg 5p (7.2p)

Last time's total dividend was 4.81p. Turnover was £10.3m (£14.3m). Current year has seen a marginal improvement in trading.

Last time's profit was £1.19m. Last time's total dividend was 5.75p. Turnover static at £18.2m. Group will concentrate on exports.

Last time's total dividend was 4.4p. Turnover declined to £13.1m (£19.2m). Group intends to place more emphasis on exports.

Last time's total dividend included a special dividend of 8p. Turnover fell to £18.8m (£23.1m). Extraordinary debit of £11,000.

Last time's loss was £457,000. Turnover declined to £7.74m (£12.6m), reflecting closure of Billingham operations.

Last time's pre-tax revenue was £136,818. Net asset value rose to 108.42p (103.91p). Total income was £157,839 (£205,965).

## Stylo loss soars to £9m

The actions of a disgruntled employee are partly to blame for the results from Stylo, the shoes and leather retailer, which plunged £7.3 million deeper into the red last year. The shares fell 30p to 143p as pre-tax losses of £1.7 million in 1990 deepened to losses of £9 million last year. The dividend has been cut 72 per cent to 2.5p.

As much as £2 million is believed to have been written off due to the actions of a former employee who left the company holding faulty stock which it could not sell. Arnold Ziff, the chairman, said new cost controls and an upturn in sales should take the company into profit this year.

## Bauman rise

Bob Bauman, the chief executive of SmithKline Beecham, the pharmaceuticals group, saw his pay rise by more than 8 per cent to £1.33 million last year. The annual report also shows a 4 per cent pay rise for Henry Wendt, the chairman, to £978,000. The report also detailed a compensation package of more than £280,000 for Fred Kyle, a director who resigned as president of SB Pharmaceuticals' commercial operations last year.

## MTM pact

MTM, whose share price has plummeted after a series of profits warnings and queries about its accounting policies, has reached a standstill agreement with its bankers for the provision of facilities until the end of this month.

## Ossory buys

Ossory Estates is paying £22 million for a long lease on a shopping centre in Harlepool, Cleveland, and plans to redevelop it at a cost of "several million" more.

## Sheehy joins

Cluff Resources has made a series of board appointments that include Sir Patrick Sheehy, chairman of BAT, as a non-executive director.

## Bimec deal

Bimec Industries has made a sale and leaseback of properties for £1.75 million.

## Magnolia paints a dull picture



In the frame: Rodney Daffern, the managing director of Magnolia Group

MAGNOLIA Group, the picture frame manufacturer, has blamed the poor state of the housing market, the introduction of the uniform business rate and the loss of a number of customers for a 62 per cent decline in pre-tax profits to £401,000 for the

year to end December (Jonathan Prynn writes).

The company, whose managing director is Rodney Daffern, said that overheads had been cut by £300,000 during the year and gearing had been held at 17 per cent. Restructuring costs of

£101,000 were charged as an exceptional item.

The company warned that 1992 was unlikely to see an economic upturn. The final dividend is maintained at 3.65p, making an unchanged total of 5.4p for the year.

## Selling point for the minimum wage

BY ROSS TIEMAN  
INDUSTRIAL CORRESPONDENT

INTRODUCING a minimum wage of £3.40 an hour would increase retail sales by £1.5 billion to £2 billion, according to a study by Kleinwort Benson, the stockbroker.

Total retail sales would rise by more than 1 per cent if Labour's policy were implemented, and the leisure and brewing sectors would also benefit, the broker predicted. Government revenues would be enhanced by increased tax and national insurance contributions. The findings suggest that Labour's proposed minimum wage might even provide a stimulus to spending on a par with a 1p cut in the basic rate of tax.

There would be no material impact on the profitability of large store groups, Kleinwort said, because "£3.40 an hour is not significantly

above the average paid to employees, especially once benefits in kind are taken into account." The impact would also be reduced because a minimum wage was unlikely to be introduced for at least 12 months.

The study, by stores analysts at Kleinwort, did not assess the impact of a minimum wage on other low wage industries such as clothing and footwear manufacture. Independent estimates of job losses across all industries have ranged from 8,500 (Liverpool university) to 150,000 (Confederation of British Industry). Leading retailers appear likely to prosper whichever government is in power. But Kleinwort says that small shops might face problems if a minimum wage was rigidly enforced.

Some of Kleinwort's conclusions are challenged by Goldman Sachs, another broker. In a less detailed, but more general assessment, Goldman

suggested that a generalised downswing in consumer confidence could accompany a Labour victory, although "conditions for economic recovery are already in place, regardless of which party is in power." Despite doubts about Labour's minimum wage policy, Goldman researchers warned against "pressing the panic button." Published minimum wage rates take no account of fringe benefits, they noted.

Researchers at Kleinwort said Tony Blair, Labour's employment spokesman, had indicated to them that benefits, such as holiday pay, clothing and staff discounts, would almost certainly be assessed as income for the purpose of the minimum wage. Last autumn, Kleinwort said, three-quarters of those employed by Britain's top 20 retailers were paid less than £3.40 an hour.

However, the average shortfall was

less than 8 per cent. Assuming pay rises in line with inflation, half of the difference would probably be eroded by the end of this year, in any case, and benefits in kind could well balance the rest. In such circumstances, many large stores would face no real pressure on their own wage bills from a minimum wage law.

Stores could face higher costs from suppliers from a minimum wage. But retailers were better able to pass on price increases than companies in other sectors, which were more exposed to international competition. Most alarming was the expected impact on the structure of the retail sector. Kleinwort suggested the impact on smaller chains and family owned stores could be much greater.

"If strictly enforced, the minimum wage proposal could squeeze out many independent players," the researchers said.

## THE LATE SHOW

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## Storm signals from Tokyo

Britain's election-hung stock market has, at least until the dust settles, been insulated from the unpleasant happenings in the rest of the world. For virtually the first time, the free-falling Tokyo stock market is leading a drop in values. Features that long supported Japanese shares are unravelling, adding to their weakness. The Nikkei stock index, thought to be bombed-out last summer, has dropped a quarter this year, losing 12 per cent over the past ten trading days.

This is dangerous. Bank shares are leading the fall because of fears over their capital ratios, which, in turn, are influenced by the level of share prices. Calculations by IBCA, the bank credit analyst, suggest that the capital ratios of two leading banks are already below the 8 per cent BIS standard, with Tokai Bank on the cusp, as their "hidden" reserves shrink drastically. Should the index drop a further 2,000 points, which can no longer be discounted, Bank of Tokyo, Mitsubishi Bank, Fuji and even Daiichi-Kangyo and the Industrial Bank of Japan might not meet that test. Sumitomo and the trust banks would still look well-capitalised.

The 8 per cent standard does not come into operation for a further year, leaving plenty of time for such powerful institutions to continue the process of bolstering their upper-tier capital. As Nick Gregory, of Smith New Court, points out, many are also improving the risk profile of their assets by cutting back on business in foreign currencies and retreating into domestic retail and public sector lending. The banks are not in danger but their role in international lending is in question. That, and the linked retreat of Japanese insurance companies, explains Wall Street's sensitivity. Up to 30 per cent of some banks' lending may be in America and the half of that in money markets would be easiest to liquidate. America's deficits depend on Japanese finance, which may have to pack its bags. That loss of liquidity will not help world economic recovery.

## Britain's ICL

Under the wing of Fujitsu, ICL is doing remarkably well. Profits fell last year but making £62 million amid the carnage of the European computer industry was a triumph. Had ICL been quoted, its shares would have languished, obliging it to try to appease shareholders. Fujitsu and Northern Telecom, the minority shareholder, accepted £26 million less in dividend, allowing research and development spending to keep up at around 12 per cent of sales.

In ICL's case, however, taking the long-term view would also point to a stock market flotation. French and other continental competitors are trying to classify Europe's most successful home-grown computer group as some "un-European" cohort of the yellow menace to be excluded and discriminated against in promoting the European industry. Bringing domestic investors back ought to nail that canard. Fujitsu and Northern Telecom, which would sell most or all of its 20 per cent holding, want the group to be valued at about £1.2 billion, two fifths above the implied 1990 valuation, so refloating could take a while.

The world computer industry is moving towards strategic alliances and cross-shareholdings, backed by technology agreements that have moved far beyond licensing to mutual research programmes to develop open systems that can communicate with each other. Even IBM, Europe's biggest but similarly "un-European" manufacturer, having reluctantly been admitted into Bull of France, might care to bring local shareholders into its own revamped European operations.

**Martin Waller believes cross contractors and French intellectuals are the only ones who would like to rain on Disney's Parisian parade next Sunday**

Even the most grudging French xenophobe should give credit where credit is due: the opening, next Sunday, of the biggest leisure attraction in Europe represents a clear triumph for Mickey Mouse and Euro Disneyland, the company spending £2.2 billion recreating the Disney experience outside Paris.

The only fair comparisons in terms of size and infrastructure are the Channel tunnel, mined in a long-running row between the contractors and the operator over escalating costs, Expo '92 and the Olympics in Spain this year.

The Disney team has brought the project to a conclusion on time and to cost. The contractual disputes the site has seen, however bitter, are mild lovers' tiffs by Channel tunnel standards.

There remains a chance that Sunday's grand opening celebrations may be disrupted, although Disney says it is not expecting any trouble. The chosen method for disruption is reputed to involve the strategic positioning of diggers and other heavy machinery; meanwhile, there have been reports that the French rail unions, in support of the builders, may refuse to operate the new terminal that connects the project with the highly efficient, by British standards, rail infrastructure in much of northern Europe, including the TGV fast train link.

The contractors have said cost overruns worth £850 million, some of which have not been reimbursed, have driven a number of businesses to bankruptcy. Their arguments beg the question as to how many would have gone under in any event given the unprecedented recession in the building trade. But at the root of the contractual wrangles is probably another of those culture clashes between the Disney style and the European mind that have been a feature of the project. The builders have apparently been taken back over cost overruns, the Americans having taken the robust view that an estimate was an estimate and the park would open on time and to cost, come what may.

The builders, for their part, say that in any scheme as inherently creative as Euro Disney there are inevitably some last-minute alterations, and those that duly arose were not coded in original estimates. Disney did, however, relieve the pain on 40 subcontractors who were refused payment by one of the big firms by paying compensation itself: it now says contractual disputes are 95 per cent settled. City analysts who have watched the 40-hectare theme park grow out of the



Taking the Mickey: the public will pour through the gates of Euro Disneyland from Sunday

marshes east of Paris since the stock market flotation of Euro Disney at the end of 1989 find it hard to believe that either the American Walt Disney corporation, which owns 49 per cent of the company operating the park, or the French authorities will allow any disruption. "The French government has as much at stake as Euro Disney," Eleanor Whitehead, at Robert Fleming Securities, said. "I think the French authorities would look rather silly if it didn't go well."

The project was tempted to France by a series of legal bribes from the French. The TGV link was obligingly provided, along with cheap land and finance. The two alternative locations, Barcelona and somewhere east of London, were never in the running, although the possibility was held over the heads of the French as a threat.

Spain has a better climate than northern France or Britain, but is too far from the main population centres in Europe. By contrast, 17 million people live within two hours' drive of the Paris site. London's antiquated infrastructure and Britain's planning system, which would have made a nightmare of any transport upgrade and land acquisitions, counted the British capital out. By contrast, the French authorities were happy to move firmly to

buy the necessary land, mainly owned by farmers, for Disney.

A people as fiercely proud of their culture as the French were never going to welcome with open arms that distillation of Americana, the Disney experience. The Paris stock market launch duly opened in 1989 to the accompaniment of the kind of scenes other nations reserve for more important protests, such as food riots. "Who could possibly be against Cinderella or Snow White?" the baffled Disney entourage responded. More recently, there have been protests at the "corporate fascism" represented by the code on dress and personal appearance imposed on the 12,000 staff, although the rules are barely stricter than those at British high street banks.

Only last week, a columnist with the weekly *Nouvel Observateur* was hoping that young intellectuals would rise up and burn Euro Disney to the ground. A "cultural Chernobyl" was how another intellectual described it, "a horror made of cardboard, plastic and appalling colours, a construction of hardened chewing gum and idiotic folklore taken straight out of comic books written for obese Americans."

So there. But the question of whether the Disney experience and

culture will transfer to Europe is an important one to the corporation and to investors, given that the park hopes to draw at least half its forecast 11 million visitors in the first year from France. Alarmed Euro Disney staff have been talking down recent suggestions that that figure might be exceeded, while some analysts believe it may fall well short, particularly given that Euro Disney is negotiating contracts with suppliers based on turnover levels at the bottom end of earlier estimates.

Simon Johnson at Kleinwort Benson thinks 8 to 9 million is a more achievable figure, given the recession and the election in Britain. The number of visitors from Britain in the first year, he believes, is unlikely to exceed 1 million. The opening of the Channel tunnel next year will boost numbers, however, while the park will attract passing trade, eventually becoming an essential part of call for holiday makers.

Michael Woodcock at Nikko Europe, the Japanese-owned securities house, remains a fan of the project. He accepts the recession will hit attendance but thinks numbers will be helped by the liberalisation of eastern Europe and improved transport links. However, given the increasing cheapness of trips to Disney's Orlando park, he adds: "The growing attraction of Florida

as a holiday destination may ironically prove one of Euro Disney's greatest competitors."

The main concern for the British leisure industry remains how much money will be diverted across the Channel away from the likes of the Center Parcs business, owned by Scottish & Newcastle, Alton Towers and even Butlins. The short stay and budget end of the market will come under threat from Euro Disney, says Mr Johnson at Kleinwort. "It will heighten awareness of the lack of investment in leisure projects in the UK and show up some of the parks as slightly shoddy."

This failure of investment in leisure has been highlighted, for example, by the inability of the Battersea power station project to inch too far off the drawing board. Mr Johnson, like most other analysts in his sector, believes that consumer spending will increase as a share of the national budget in coming years; the French theme park looks like being one of the clear winners.

Pearson, the diversified conglomerate that owns Alton Towers, has been boosting investment there in the face of the French threat and only last week opened two new attractions. Michael Herbert, head of Pearson's entertainments interests, believes Euro Disney will undoubtedly be successful and will attract British visitors, but the effect will be to stimulate their appetites for the attractions available at home. He claims the two Disney creations in America, opened in California in 1955 and Florida in 1971, served to improve standards elsewhere in the American amusement park industry, and the French project should, after the initial rush of visitors, increase trading at the better attractions in Britain.

The City is less convinced. "It will without doubt have some impact on the UK market," says Miss Whitehead, at Fleming. This is despite the relative expense of a visit — the cheapest weekend stay will leave Britons with little change from £200, on an entry charge of £25 a head. Disney has shown its commitment to the project by advancing by a year the opening date of the second phase, the Disney MGM studio theme park, to the spring of 1995. When Euro Disney opens its doors to the massed celebrities, 15,000 media representatives and the general public, Mickey Mouse will have spanned the globe and there will be a Disneyland open somewhere in the world every hour of the day and night.

Although the park will take years to pay off the debts incurred in building it and turn a clear profit, the shares, more than double the price they were floated at, now sell on astronomical multiples of early earnings and are impossible to value by normal stock market means. Holding them remains an act of faith, therefore; but then, the Disney legend was built on faith.

Hard-nosed City brokers will probably keep wishing on a star and hold on to their shares: it remains to be seen if the mouse's biggest gamble will ultimately pay off.

## BUSINESS LETTERS

### Income tax and assessment

From J. C. S. Mackie

Sir, Is it not time that the system was changed whereby HM Inspector of Taxes makes an assessment — usually greatly in excess of the sum due — and it is then incumbent on the taxpayer to appeal and provide details to support his/her appeal? This is equivalent to saying that the accused is guilty until he can prove his innocence, and in many cases it costs the taxpayer money to pay his accountant or tax consultant to lodge the appeal.

To give a recent example, on my retirement I was to do some consultancy work for a small business that I know. I realised that there would only be a nominal fee, but I gladly accepted. A year later, I received two "amended assessments", one for 1990-1 showing income £5,000, amount due £2,000. The other, 1991-2, showed income £18,000, amount due £3,904.75.

The amount I was paid was £400 and on appeal the amounts due were reduced to £50 and £100 respectively. After paying my accountant's bill, there will be very little left, if anything, out of the £400!

I know of many similar cases and of some people who have decided that part-time work is not worth their while. Yours faithfully, J. C. S. MACKIE, Weald Mount, Hill Road, Haslemere, Surrey.

DTI 'hands off'  
From Mrs Catherine Stott  
Sir, We recently decided to investigate exporting a new product range. Having considered the services of several private companies, we decided that the Department of Trade and Industry's Export Representative Scheme met our immediate requirements.

We were informed that the scheme would take six to eight weeks. Six weeks after we made our application I was telephoned by the regional DTI office and informed that they had not yet started on our project, and furthermore, the anticipated completion date was still eight weeks away.

Now I understand the meaning of this government's "hands-off" attitude towards business — with friends like these, who needs enemies?

Yours faithfully, CATHERINE STOTT, Dycem Limited, Ashley Hill Trading Estate, Bristol.

### Abbey shares

From Mr Michael May

Sir, I refer to your report (March 31) on the unclaimed shares following the Abbey National stock market flotation.

There were two classes of members of the society who were unfairly treated on that flotation. They were people who had the misfortune to die at the critical time and to whose estate no grant of representation had yet been obtained and numerous trustee accounts where the beneficiaries were denied the benefit of the offer of free shares because the first-name trustee was an account holder (albeit as a trustee of entirely different and unconnected trusts) on more than one account.

Perhaps Abbey National should try to correct these obvious injustices. Yours truly, MICHAEL G. MAY, 2 Serjeants' Inn, EC4.

## THE TIMES CITY DIARY

### Wealth drain in the making

SINCE March 17, the day after the Labour party unveiled its alternative budget, Moore Stephens, the City accountant known for its international expertise, has received a steady stream of calls from private clients — ranging from self-made millionaires to considerably less wealthy middle managers — requesting advice about moving abroad to avoid increased tax bills. "I received six calls the following day and if that many people actually bothered to call me, it must mean that an awful lot more are seriously considering it," Trevor Smith, the senior tax partner, says. "There has been a steady flow of calls ever since. People who made their money in the Eighties find the prospect of being locked into those higher tax rates abhorrent, but most of them are holding fire, pending the result. They have not yet given up hope." Smith, who predicts a return of the "brain, entrepreneurial and wealth drain" if Labour is victorious, advises that anyone whose wealth or occupation is portable could and should leave the country. "There are no exchange controls so it's very easy for people to pack up and go," he says. For the wealthy, he recommends Switzerland (if you have £3 million plus), Monaco or Bermuda, for more ordinary folk, Spain or France, and for middle or senior managers, who might be able to transfer to an expatriate posting with their employer, among the best options would be Denmark (30 per cent for international



"You know what a gold mine is? Well this is the opposite!"

employees) or Hong Kong (17.5 per cent). As for himself, Smith laments that he needs to operate from London and admits that if his specialisation were more portable he would opt for the Channel Islands (20 per cent) — "assuming I could get a permit".

### In the hot seat

INTREPID individuals at Midland, Kleinwort Benson and NM Rothschild have agreed to face *Newsnight's* Jeremy Paxman for a good cause. Each bank is entering a team in a general knowledge contest being organized by Bacup, the charity that provides information services for cancer patients. Paxman, Peter Snow, a fellow presenter, and the BBC's Fiona Foster and Philip Hayton, will be chairing three weeks of quizzes, starting on May 11 at the Brewery in Chiswell Street.

### Seeing red

EXECUTIVES jetting in on the "red-eye" the overnight shuttle from New York to London, are being specifically

targeted for what looks like a knockdown offer of City business accommodation. Rosehaugh Stanhope Developments (RSD), is offering fully equipped short-term office suites in its Broadgate development, claiming that they are on offer at half the normal going rate. According to Peter Kershaw, RSD's commercial director, full facilities for four people would cost about £40,000 a year, against about £90,000 for a company to rent and equip its own office space.

### Boesky's plea

LIFE behind bars and a sudden interest in charitable work has still not cured Ivan Boesky, the disgraced arbitrator, of his taste for the good life. Boesky has begun divorce proceedings against Seema, his wife, and is seeking \$1 million a year in temporary alimony. In the documents filed, Boesky — he insisted last year that he had been "virtually wiped out" by the court case — describes his plea for help as "embarrassing and painful". Now dividing his time between Aspen, Paris and the French Riviera, he adds that he was "humbled to come before this court" to ask for "interim financial support". The Boeskys were already estranged in March 1988, when the financier began his 20-month prison sentence for insider trading. In his alimony claim, Boesky, aged 55, says: "I should not be forced... to incur further debt while (Seema) redecorates the marital estate and her penthouse apartment... and has personal expenses of almost \$42,000 a month."

CAROL LEONARD

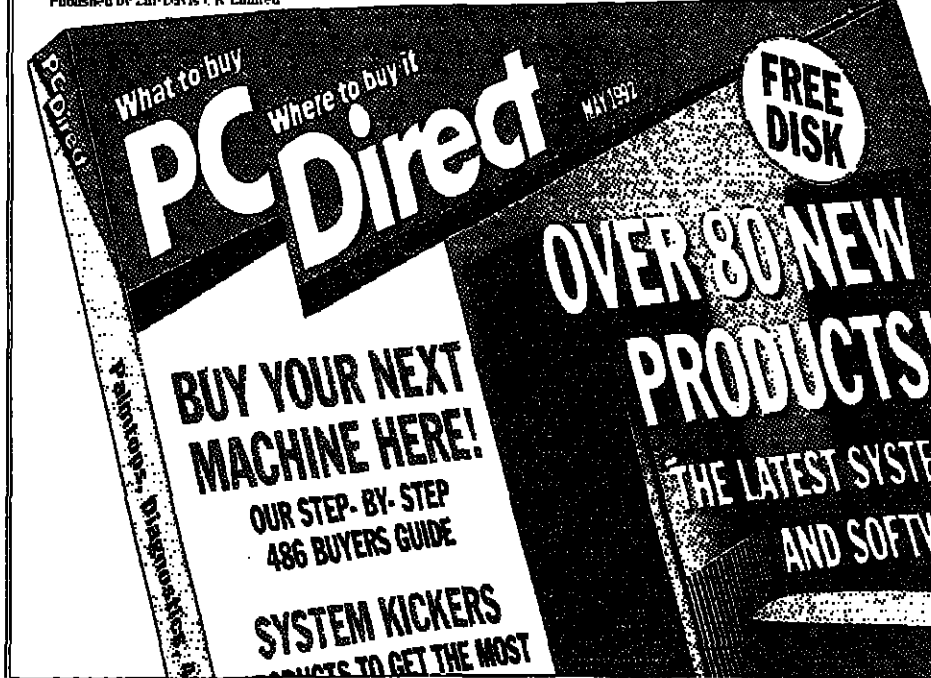
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# ACCOUNTANCY TIMES

## Clamour to spare small business sector from its audit ordeal

ICI and some corner shops face the same strict scrutiny from the regulators. The system should change, says Stella Fearnley

Few countries require small companies to be audited. Unfortunately, Britain is one of those that does. There is now growing pressure for the abolition of this requirement because of the cost and additional administrative burden it places on small businesses.

At the beginning of the month, the Institute of Chartered Accountants set up a working party on relaxing the audit of small businesses in reaction to the government's deregulation initiative.

The pressure for change has grown since the introduction of audit regulation last October. This self-regulatory regime, ushered in by the Companies Act 1989, requires a register to be maintained of those qualified to carry out audits of limited companies and certain other bodies.

Those on the register have to comply with a rule book that sets out procedures for practice management, independence, professional conduct, training, technical competence and the conduct of audits. Compliance with the regulations is checked by monitoring visits to practices.

The act makes no distinction between the rules for the very small company and the multinational, and little difference is recognised in the regulations. The only real distinction is the frequency of monitoring visits which must take place at least every five years for auditors of listed companies and on a sample basis for the rest.

Preliminary research has suggested that the additional cost of auditing a small company with a turnover of £1 million under the new regime could be between £350 and £400, split approximately 50-50 between the auditor and the company. This could add £150 million to the costs of small businesses.

As most small businesses are owner managed, an audit does not do much for the shareholders, and the auditors owe no duty of care to anyone else. So who gains? The last time the issue of abolition was debated, audits were retained, after representations from the Inland Revenue, the banks and the trade department, the view of the first two being purely self-interest and the third being

that the price of limited liability was an audit. The banks and the Inland Revenue should be capable of looking after themselves and, in any case, there are plenty of unincorporated businesses with whom they deal in just the same way. But there are now signs that the trade department may be reconsidering the position.

The removal of the small company audit would not absolve the directors from their responsibilities or liabilities and the accounts would still have to be filed at Companies House. There is another issue involved besides the cost. The existence of the small company audit is fouling up the regulatory regime.

In the past few years, there have been several financial scandals. That is not surprising, as we are in a recession and highly geared companies are always at risk when interest rates rise and output falls. The scandals have, however, focused attention on the weaknesses in our financial reporting and auditing regime. Questions have been raised about the degree of flexibility in accounting and auditing standards, but how can they be anything other than "flexible" when our regime requires them to be appropriate for application to both ICI and the local sweet shop, which happens to be a company.

The disadvantage of this regime is that it does not enable the regulators to pay sufficient attention to the areas of public interest that are the source of the adverse criticism being directed towards the accountancy professions.

About 10,000 firms of accountants are subject to regulation. If the audit requirement were dropped for small and medium-sized companies, but not for public financial services companies and other regulated industries, then some accountancy firms would drop out of the regulatory net altogether.

As there are fewer than 250 firms auditing listed companies, the fallout would be considerable, enabling regulators and standard-setters to focus their efforts on the main areas of public interest.

At the moment, the auditors of listed companies will



be visited every five years. Should this not be more frequent or should the visits be longer and more rigorous than currently planned? A more realistic view could also be taken of the present hot potatoes of auditor rotation, the process for appointing auditors and the provision by auditors of non-audit services. Changes in any of these areas would create havoc in the small company audit market. In the public interest areas, the case for and against needs to be argued without noise in the system.

The abolition of the small company audit could also help to rationalise the accountancy profession. Every time an attempt has been made to merge one accounting body with another, there has been a group of die-hards, demonstrating a de-

gree of short-sightedness, which could come only from poring over ledgers for hours, has voted against it.

There is no doubt that the public is confused by the different qualifications that exist, and the creation of the title of registered auditor will add to the confusion.

The abolition of the small company audit would reduce significantly the need for, and therefore the number of, registered auditors. Would it not then be possible for the government to recognise only one audit qualification and one regulatory system for monitoring them?

Other countries get by without an audit. In America, there is a procedure, compilation and review, where accounts of limited companies are reviewed by an independent qualified accountant,

and there could always be a right for a "request" audit by a shareholder, lender or the Revenue if necessary.

The public interest is not being served by retaining compulsory small company audits. Accounting and auditing standards cannot be rigorous while they have to apply to tiny companies, nor should the regulators be wading down their efforts by monitoring small accounting firms. The small company audit also fouls up some of the public interest issues about the auditor's independence.

Who knows, abolition might be a vehicle for integrating some accounting bodies, and not before time.

Stella Fearnley is Grant Thornton lecturer in accounting at Southampton University

## ICA's fees pitch looks like a loser

THE exclamation mark test is always a good one to use when assessing whether an organisation trying to sell you something should be taken seriously. Sadly, on this basis, the efforts of the Institute of Chartered Accountants in England and Wales to convince its huge membership that it should vote for a modest subscription increase in June are likely to fail.

The use of exclamation marks in a sales pitch usually denotes embarrassment; an effort to be chummy with people you suspect are hostile; a whistling in the dark. So it is with the institute's document, *The future value of our qualification - financing the institute*, which has been sent to members in the hope that they will read it before they get their voting papers next month. It is a curious document. What other professional body would follow a perfectly valid, and pleasing, comparison of the annual subscription with the cost of a TV licence with the embarrassing sentence (complete with exclamation mark): "Watching Miss Marple may be more enjoyable than paying your institute subscription, but you would have to be very well-advised to get tax relief on the former". Then one paragraph later it happens again. A sentence saying that the council has achieved much for members is followed by this: "We wouldn't want to be seen to be blowing our own trumpets too openly here on these achievements (we hope that we have done so successfully elsewhere)". The sad point is that on the surface there should be no need for it. The amount of subscription which the members of the UK's biggest and most powerful accounting body pay is extremely modest by any yardstick. And the increase being asked for is the equivalent of the cost of three airport paperbacks. So logic has little to do with it. There are other reasons.

The first of these is history. The last serious change to the subscription rates was voted out in 1985. Needing a majority of two-thirds of those voting to succeed, the institute failed by 0.2 per cent. The embarrassment was enormous and recriminations were lengthy. But a crucial tactical error was made at that point. What the institute felt it had learned from the failure was that members needed to have a much fuller understanding of what the organisation was doing with the money. What it should have done is learned that it needed to have a much fuller understanding of what its members were up to and what they wanted of their institute.

Any large organisation is on a hiding to nothing if it tries to detail its activities to a large and disparate membership. What seems sensible behaviour in a large London organisation will always appear daft to someone with a staff of four in Shropshire. So detailing, as the institute does in its document, that one of its proposals for additional expenditure is a further £300,000 per year on "increased public relations activity" is guaranteed to lose votes.

The second reason the institute is having problems in convincing the members is that as a result of taking on the role of regulating the audit profession it now has to treat a huge number of members not as gamekeepers but as poachers.

Audit and ancillary work is the main occupation of roughly half the membership.

So about 45,000 people have had the institute drop detailed regulation on them, follow it up with serious warnings about what happens should they transgress, and then threaten them with spot-checks on their working standards and habits.

All this is done to persuade the government that the profession can govern itself and to persuade the public that it is a responsible profession. Inevitably, no one has managed to persuade the members that it is worth the paperwork. No one ever won votes by handing out mounds of regulations and piles of forms.

The third reason for the institute's worries is the most troubling of all. When it does get out and about and meet what it sees as "grassroots" members, it doesn't much like what it hears. It found some of the questions from backwoodsman accountants over the principles behind the new auditing regulations to be frankly terrifying in their ignorance. The institute obviously cannot say so but it was deeply worried by some of what it heard. It is very easy to believe that pumping out updates, publications, refresher courses and general information from the centre is having the desired effect of

keeping members up to scratch. To discover that some members had a very sketchy idea of any of the audit guidelines promulgated in the past decade came as a severe shock. The result of this is that the institute is sceptical about members when they argue that they should be left alone to get on with their work and that it is all being carried out to a high professional standard. That scepticism turns very soon into cynicism. And before long you are starting to patronise the membership with exclamation marks. The way to get subscription increases through, as CIPFA, the public sector accounting body, has shown is to treat your membership as adults, provide basic

straightforward reasons for the increase and go for a swift vote soon afterwards. It works.

But the English ICA has now embroiled itself in a strategy which is going to prove hard to make work. This should worry the whole profession. It needs its largest and most influential body to be strong and capable of taking the lead when required. The profession needs all its strength to defend itself. It needs to keep up the momentum of reform and to rejuvenate itself through expansion. A European stage beckons. It will be important for the UK profession to export its expertise.

The real problem is that the whole organisation and culture of the institute would benefit hugely from the shock of not getting the cash it needs. It would have to cope with steadily widening losses. It would have to trim its fat. It would have to learn some tough lessons. People who would not put in charge of a newspaper stand would have to leave. The worry is that such an exercise might expose a real lack of competence and result in absolute disaster. There is always delight in seeing pomposity hit the banana skin. The institute may deserve such a fate. The profession as a whole neither deserves it nor can afford it.

The consequences of the June vote on subscriptions are much wider than many of the institute's 96,000 members may realise.

The author is the Associate Editor of Accountancy Age



ROBERT BRUCE

## Survey shows up divisions

By GRAHAM SEARJEANT

MEDIUM-SIZED accountancy firms, with between five and twenty partners, are strongly in favour of retaining the compulsory auditing of small companies, according to a survey of 243 London practices for the London Society of Chartered Accountants.

The survey found that bigger firms want such compulsory audits abolished but small practices with five or fewer partners were equally divided. Medium-sized firms might be expected to lose business as a result of abolition.

Small practices, whose business is more likely to have a larger element of private tax and accountancy, may have been in two minds because, as another survey finding showed, their predominant concern for their own businesses is the weight of regulation and compliance.

This could be lifted from their shoulders if formal audits of small companies were abolished. Many small practitioners have found formal audits not cost-effective as a result of regulation, which they fear could increase if Labour wins today's election.

The survey also suggests that the downturn in audit and accountancy work has levelled out. Tax work has increased over the past four months and respondents expected growth to accelerate. A balance of 19 per cent were less optimistic about the general business outlook for accounts.

Larger firms still have surplus capacity in spite of the latest round of redundancies, with firms with six or more partners expecting to shed more staff.

## Pension advisers cash in on Maxwell fever

By JON ASHWORTH

PRICE Waterhouse has become the latest of the big firms to cash in on "Maxwell fever" by launching a pensions advisory service for the finance directors of large companies.

There are few companies that have not considered reviewing their pension arrangements in the wake of the Mirror Group pension debacle, and competition for business between the leading accountancy firms and the consulting actuaries is more intense than ever. Ian Bowles, the partner in charge of the new service, insists it is purely a coincidence that the launch comes so soon after the Maxwell affair.

He said: "It was a culmination of lots of things. We have offered broad pensions advice for several years, and we now felt able to launch a

separate service." The new unit, in common with its rivals, conducts everything from independent reviews of pension structures to advising on taxation and investment strategy.

Mr Bowles said: "It's a matter of reviewing what was in place, talking to management and staff and considering their requirements. A major focus of the review is to ensure a company is making the most of its pension scheme for its employees."

The field of mergers and acquisitions, where separate pension schemes need to be reconciled, remains a lucrative area of business. Huge savings can be made with the right advice.

In one deal involving a pension fund with assets of up to £250 million, the company making the purchase was offered a transfer value

of just £150 million. The figure was negotiated up to £200 million. "This is value you can add if you employ actuaries as part of a negotiating team," Mr Bowles said. "The greater the value of funds coming over, the less employees will have to contribute in the future." Most



Bowles: greater value

of the big accountancy firms are actively competing for pensions business. KPMG, Peat Marwick McLintock launched its Actuarial Services division in 1990. Trevor Crowther, a principal consultant to the division, said requests for advice on pensions had soared in the wake of the Maxwell affair and the publication of a select committee report.

Mr Crowther said the British pensions industry was at a crossroads. He added: "There is a lot of interest from companies, and many of them are deciding what they are going to do. The whole direction of pensions is under debate, and there is quite a lot of pressure on them to review their arrangements."

The implementation of a pensions Act would bring standards into line. Paul Meins, who runs Coopers & Lybrand Deloitte's pensions service — the 300-strong Actuarial Benefits and Compensation Division — is often called on to advise pension schemes on general investment strategy. He said: "A lot of funds are nearing maturity, and a tailored strategy is all-important."

Ernst & Young is advising the banks lending money to the Mirror Group on the financial aspects of the plundered pension scheme.

Richard Abramson, head of the section concerned, said M&A work and pension reviews forms an important part of the business. BDO Binder has its own specialist pensions division. Geoffrey Wilson, the partner in charge, said that there had been a marked increase in the number of companies requiring advice on pensions.

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KPMG Peat Marwick McLintock has taken over as auditor of Ashley Wilde. While the company is based in north London, Frankl has no plans to leave his roots in Manchester. Like Kiam, he clearly believes in his product — his new employer supplied all the curtains for his house.

Curtain up VICTOR Kiam liked Remington razors so much that he bought the company. Robert Frankl has not exactly bought Ashley Wilde, one of Britain's biggest privately owned suppliers of "affordable" curtains, but he has done the next best thing — by

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## Climbing the ladder

THOSE of us who have long feared a link between the fast-paced world of management buyouts and the sleazy end of bids and deals now have the proof. Surprisingly, it crops up in the ample form of David Carter, who, after running KPMG Peat Marwick McLintock's MBO team for ten years, has gone up the ladder — as new head of the firm's forensic accounting practice. Wags might suggest that he is well qualified for the job after dealing with corporate financiers, solicitors and the like for so many years, and Carter, aged 54, seems to agree. As he puts it: "After a decade of helping the MBO movement get started, I intend to spend much of the

## Salary gloom

COULD the days when accountancy and big salaries went hand in hand be coming to an end? So a survey of wages in London would seem to suggest. Average starting salaries for graduates increased by just 3.2 per

## ANY OTHER BUSINESS

cent last year — 3.6 per cent less than firms predicted they would pay when asked in 1990. For the newly qualified in small firms, the median salary fell 13 per cent; wages at medium-sized firms stayed the same and larger practices dished out a less-than-generous rise of 0.4 per cent. "The findings are a clear indication of the cautious attitude of firms in the current economic climate," says Evie Bowyer, chairman of the education and training committee of the London Society of Chartered Accountants, which questioned 101 firms. The large number of students and graduates seeking work has not helped. Most students who started training last year were paid between £10,000 and £12,250.

## Curtain up

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## Networks offer greater strength

By EDWARD FENNELL

A NEW sense of self-assurance is to be found nowadays among groupings of smaller and medium-sized firms of chartered accountants.

Until recently, they seemed to be fighting a rearguard action to secure their market share. But now they are boasting that the market is running in their favour.

This is due in part to the present discomfort of many of the larger firms. There is also a renewed recognition that the traditional qualities of service — such as close partner involvement, continuity of relationships, and intimacy of scale — are still sought by clients. By themselves, however, these would not be sufficient to retain client loyalty. Even smaller to medium-sized enterprises need depth of specialist expertise and access to overseas advice.

That is where groupings such as the UK 200 Group and the Charter Group Partnership have scored. They provide their members with networks of like-minded firms that operate on a basis of mutual co-operation.

Backing up the network is a system of quality control which goes a long way towards offering the strength of the big firms while permitting members full independence at the local level.

Peter Collier, the managing director of Charter Group, said: "Quality control is our selling point. We vet firms when they apply to join and we continue to vet them on an annual basis once they are members."

Charter Group has a team of quality experts, that spends most of its time visiting members, normally for a week at a time. The experts undertake in-depth analysis of their sys-

tems, methodology, training and recruitment, and scrutinise them for "value for money". The experts are experienced chartered accountants and produce a report and, where necessary, offer recommendations.

Mr Collier said: "Because we have led the way with our quality control reviews of the whole practice our members have nothing to fear from audit regulation."

The UK 200 Group has a similar commitment to ensuring that members maintain standards of performance. Operating a system of "peer review", UK 200 grades both applicants and members against a series of tests. Failure to meet the standards means applicants are not permitted entry. A member who fails to meet the minimum standards for a few years running may be asked to leave.

As well as offering additional confidence to clients, the quality control systems are beneficial in terms of professional indemnity insurance. Mr Turnbull said: "It was the PI issue which first drew us into developing the quality control system when we started in the mid-Eighties. We could get much better insurance rates for members if we were offering some form of quality supervision and, subsequently, our records on claims have been much lower than average."

Although Charter and UK 200 are open to wider membership, growth is not a priority at present. Instead, their aim now is to consolidate their positions, raise their profiles and start persuading key gatekeepers such as banks that they can be reliably recommended to new clients.











# Couples can turn graciousness to greatness

**David Miller on the golfer Americans are hoping will end Europe's domination of the Masters**

If there exists a heaven on earth in the world of sport, it lies here at the Augusta National. On a course as exhilarating as any health spa, the senses are overwhelmed by the magnolia and pine, the jasmine and juniper, and by the response of great players to golf's most inspiring stage. Magnificent stadiums crowded with people for epic events, be it Maracana in Rio, the Melbourne Cricket Ground or the Olympic Stadium in Seoul, can be awesome. Nothing leaves such an enduring impression as nature's glory, and often golf, at the Masters. Returning each time does not lessen but rather deepens appreciation in an often ugly world.

Such a unique tourna-

ment, conceived by the gentlemanly Robert Jones, deserves to be won by golfers who bring more to the game than merely impeccable technique. The roll-call is already long and distinguished. Sarazen, Demaret, Snead, Hogan, Palmer, Player, Nicklaus, Watson, Ballesteros. It would be appropriate were Fred Couples now to join them.

I am not old enough to

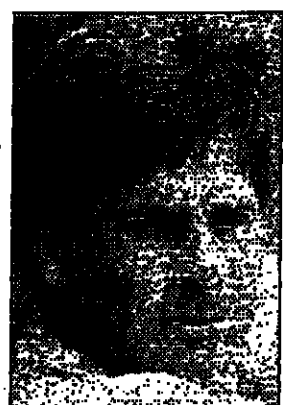
American professional, Tom Watson, epitomises all that was embodied in the most famous of all amateurs. The Masters, you sense, should be won by a player who is gracious as well as great. In all of sport there are not nowadays many of those. We are about to discover whether the easy-going Couples, born in Seattle 32 years ago and living in Palm Beach, Florida, really does have the stuff of greatness. His graciousness is such that, until the past 12 months, people had thought him soft.

Couples gently deflects such opinion. "People look at me differently from the way I look at myself," he says. "They say: 'He doesn't care', but I'm a better golfer than I was... sometimes I don't try my hardest, but I don't see anything wrong with that."

How will he respond to

scious nor affected. Here is a man who plays to enjoy the game, and the pleasure he gains is reflected in the crowd. He has the fluid, relaxed rhythm of a great jazz player, the upper body perfectly balanced on the hips, so that from his foothold upwards he appears jointless. His swing is the sweet, slow swing of an elephant's trunk.

Playing alone in Monday's



Couples: sweet swing watch. Being favourite, however, is another matter. The cyclid lower over those dreamy hazel eyes. The acclaim neither appeals, nor particularly bothers him. "There isn't a feeling

about it," he says. "What matters is what I shoot. Right now, I don't have a score. It [being favourite] has nothing to do with it. I don't want to be like that [seeing himself as the one to beat]."

The modesty is as natural

more thinking aloud than answering questions. If the greens are rock-hard as expected, well, "that's fun". He and Watson each reflect that a hugely partisan crowd should not get on the back of foreign players, heckling at the moment of a stroke. "Give them a break," Watson asks magnanimously, just the way he was in that memorable climax with Ian Woosnam down the last few holes last year.

"The great thing about the

game of golf is that it's still a

game of etiquette," Watson

said. With his degree in psy-

chology, he stands above

most who question him.

Such men as these uphold

the noble Jones tradition.

Watson's third title, or

Couples's first, would re-

ceive a just ovation.

**Master golfer prepares for an emotional pilgrimage**

## Ballesteros takes on an old and unyielding foe

**FROM MITCHELL PLATTS GOLF CORRESPONDENT IN AUGUSTA, GEORGIA**

SEVERIANO Ballesteros today embarks on what might be the most emotional pilgrimage of his career when the Masters begins here at Augusta National.

Ballesteros has shed both tears of joy and sadness during a relationship with Augusta stretching over 15 years. In that time, he has twice earned the right to be called the Master golfer but on more occasions he has returned home to Spain in despair.

The cause has so often been the strategically positioned lakes which resemble oceans to the player setting up to go for the green. For at Augusta more than at any other course in the world, any tendency to be aggressive or temerous will be severely punished.

What happened to Ballesteros in 1986 is a case in point. He stood in the middle of the 15th fairway with a third Masters bid for the taking. Then, he dumped his four-iron approach into the water. The look on the Spaniard's face reflected his disbelief.

Last December, Ballesteros

told me how that moment will live with him for the rest of his life. In the breakfast room of the Ritz Hotel, he spoke about his father and cupped his hands over his eyes to hide from the other diners the tears which spilled down his cheeks.

"I promised my father when he died in 1986 that I would win the Masters," Ballesteros said. "It was not to be, but in 1992 I would like to win it for him."

Ballesteros has admirably demonstrated his commitment to the game by biennially stirring Europe into life in the Ryder Cup. His selfless performances have drained his energies and emotions over the years and his play in 1989 and 1990 lacked its customary sparkle.

It gave rise to the suggestion that Ballesteros could no longer muster the game to contend at the highest level. He gloriously drove that theory out of bounds by winning four times last year, finishing No. 1 in the Volvo Order of Merit for the sixth time and being unbeaten in the Ryder Cup.

What remains for Ballesteros, three times the Open champion, is to resume his collection of major champi-

Hole	Yds	Par	Hole	Yds	Par
1	400	4	10	485	4
2	365	5	11	455	4
3	350	4	12	151	3
4	205	3	13	495	4
5	435	4	14	405	4
6	180	3	15	160	3
7	360	4	16	170	3
8	330	5	17	400	4
9	455	4	18	405	4
Out 3,485 36			In 3,440 36		
Total yardage: 6,905			Par: 72		

onships, beginning with the Masters this week. "I think I should have won at least two more Masters," he said. "The one in 1986 and the one in 1987. It is still my favourite course."

Greg Norman can argue that he should have been the recipient of the green jacket in 1987. Then, Ballesteros went out at the first extra hole in a play-off won by the American, Larry Mize, when he holed a 120-foot chip at the next to beat Norman.

Time after time during an extraordinary career, Norman's powers of recovery have been examined. This time, he is at Augusta strictly by invitation because he did not qualify. His sheer presence will enliven the tournament and he is now in full control again of a majestic game. Whether he can summon the strength of character

to win will be determined if he moves into the front line on Sunday.

There is no doubt that the two most exciting players in the world over the past 15 years have been Ballesteros and Norman. That makes it all the more remarkable that Nick Faldo, Sandy Lyle and Ian Woosnam have simultaneously emerged to become dominant players.

Lyle (1988), Faldo (1989 and 1990) and Woosnam (1991) have, of course, monopolised the Masters in recent times and David Feherty, Colin Montgomerie and Steven Richardson, brought along in their slipstream, face their first chance to unravel the intricacies of Augusta. Bernhard Langer, of Germany, winner in 1985, will be a contender again if he has cured his recent putting problems.

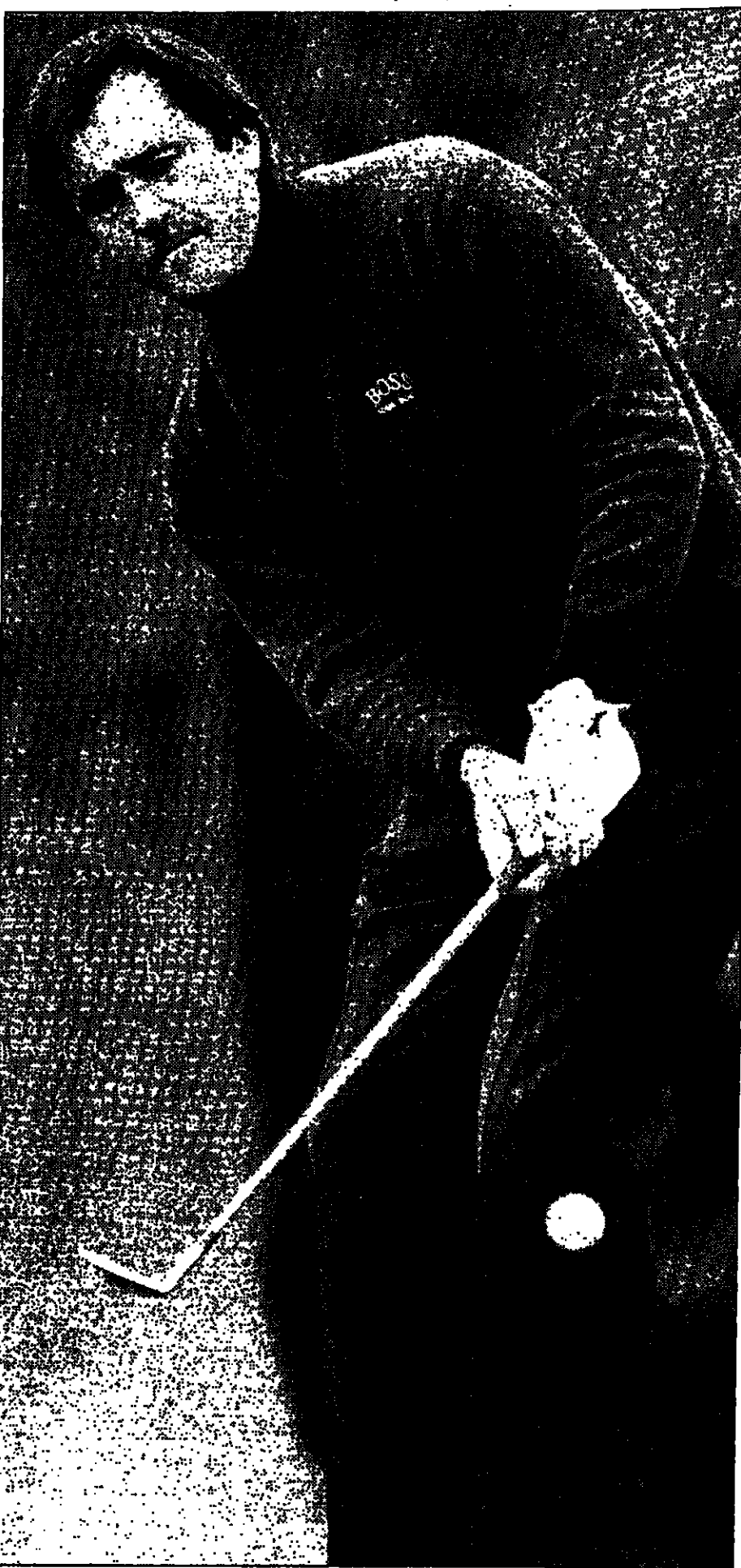
José María Olazábal pushed Woosnam all the way last year and he was hard on himself for months afterwards because of taking five at the last. He will be better prepared, although he must first find his feel as his game lacked authority in New Orleans last year.

Fred Couples is properly regarded as the player most likely to restore American pride and he would make a fine champion, although his putting touch has a habit of deserting him in his hour of need. Ben Crenshaw, Raymond Floyd and Tom Watson will put their experience to the test again, as will Jack Nicklaus at the age of 52.

Nick Price, of Zimbabwe, has an affinity for Augusta as he illustrated in 1986 by setting the course record of 63 and the Australian, Ian Baker-Finch, the Open champion, has served his apprenticeship here.

Yet, it has been written that Spain, hosts this year of the Olympic Games and Expo '92, may never again find itself so elegantly and excitingly poised between the past and the future. The same might be said of its favourite golfing son.

If Ballesteros, aged 35 today, can draw on his good memories then he might prove that his best is yet to come.



Aiming high: Ballesteros is looking to continue last year's revitalised form

## Mature troika presents threat

**FROM MEL WEBB IN JERSEY**

WITH the big wheels toying with some invitation tournament or other a few thousand miles to the west, it should, perhaps, have been the bold young Turks of the European Tour who were catching the eye here yesterday. Not a bit of it.

Oh, the youth set did its best, as, clad in polychrome plumage it sauntered its confident way round the La Moye course in preparation for the Jersey European Airways Open, which starts today. But anybody with half an ounce of appreciation of what golf is about might have spent their time more enjoyably observing three slightly more mature gents, who with every stroke and every stride reminded the onlooker that it was, in the end, just a game that they were playing.

The members of the troika were John O'Leary, Sam Torrance and Michael King. It was an exercise performed with a slightly serious purpose — it was a practice round, after all.

Of the three, Torrance, the defending champion, is the only one who is still a full-time member of the Tour. Few need reminding about him, and if he is not as old as the other two he certainly smiles as much. But John Who? And Michael Who? Well, they would be the first to admit that their best playing days have passed them by. Both among the best of their generation, in recent times their bodies have been held together, it seems, more by will-power than by medical science.

O'Leary experienced a serious car crash in 1990, and King is riddled with spondylitis, an agonising arthritic condition.

Torrance could well win this tournament again. A strong field, led by Mark James, Barry Lane, Gordon Brand Jr and any one of a dozen others, might also take the winning cheque of £37,500. What is more certain is that O'Leary and King will not. But come Sunday night they might have smiled 500 times more than the man with the big money in his wallet.

### SIX PLAYERS TO FOLLOW AT AUGUSTA

**Ian Baker-Finch**  
Australia

Age: 31 Major championships: Open 1991.  
Tall, dark and hyphenated. Proved doubting Thomases wrong with win at Royal Birkdale last summer. Confirmed he has the temperament after suggestions that he was too nice to be a champion. Has the swing, too, though exquisite putting touch will be the key this week.  
Masters form: MC, NI, NI, NI, NI, MC, T7.

**Severiano Ballesteros**  
Spain

Age: 35 Major championships: Open 1979, 1984, 1988, Masters 1980, 1983.  
Mercurial talent part of his mystique. Revival assisted by David Leadbetter. Faldo's guru, who worked on his swing, and a renewed confidence in his putter. Cured potentially damaging hook in time to tackle Augusta, but must be watchful of moving ahead of himself. Might never again be as well prepared.  
Masters form: T33, T18, T12, 1, MC, T3, 1, MC, T2, 4, T2, T11, 5, T7, T22.

**Tom Watson**  
United States

Age: 42 Major championships: Open 1975, 1977, 1980, 1982, 1983; Masters 1977, 1981, US Open 1982.  
Has special affinity for Augusta, finishing four times last year. Finishing No. 1 in the Volvo Order of Merit for the sixth time and being unbeaten in the Ryder Cup.  
Masters form: T8, T32, 1, T2, T2, T12, 1, T5, T4, 2, T10, T6, T7, T9, T14, T7, T3.

**Nick Faldo**  
England

Age: 34 Major championships: Open 1987, 1990; Masters 1988, 1990.  
Religiously a member of practical-ground fraternity. No swing will be better primed, but reservations exist over putting this year. Change of putters on last day in 1989 sparked his charge. Has ability to ignore hullabaloo of Augusta and stay focused on his game. Difficult to see him finishing outside top ten.  
Masters form: 40, NI, NI, NI, T20, T25, NI, NI, T30, 1, 1, T12.

**Ben Crenshaw**  
United States

Age: 40 Major championships: Masters 1984.  
Regards Masters as focal point of his year. Plays this time without famous "Little Ben" putter, stolen three weeks ago, but has ability to survive without it. Lack of length offset by fast-running fairways.  
Masters form: T22, T30, 2, T8, T37, MC, T8, T8, T24, T2, 1, T57, T18, T4, 4, T3, T14, T3.

**Greg Norman**  
Australia

Age: 38 Major championships: Open 1986.  
When at full throttle, is no finer entertainer in the game. Near two-year spell without a win will heighten pressure, but is happier after finishing joint second last week. Fully recovered from arthroscopic surgery and can overpower course, but putter capable of misbehaving. Must get act together right from the start.  
Masters form: 4, T38, T30, T25, T47, T2, T2, T5, T3, MC, MC.  
MC denotes missed cut. NI not invited. T tied.

### SNOW REPORTS

Depth (cm)	Conditions	Runs to resort	Weather	Temp (°C)	Last snow fall
L	Piste				
<b>FRANCE</b>					
Avoriaz	130 170	good open	cloudy	0	5/4
(Good spring skiing with all lifts, pistes and links open)					
La Plagne	85 225	good open	cloudy	-1	5/4
(Upper pistes still very good, lower wet by afternoon)					
La Plagne	5 220	mixed in open	fine	0	7/4
(Good spring skiing on glacier. Lower runs soft by afternoon)					
Montgenevre	45 85	mixed closed	cloudy	3	5/4
(Upper runs still good. Milky Way links closed due to lack)					
Val d'Isère	35 215	good open	fine	-1	7/4
(Great spring skiing down to village level)					
<b>AUSTRIA</b>					
Kitzbühel	5 200	mixed in open	sunny	3	6/4
(All runs open except lower south-facing)					
Lech	120 220	good open	sunny	-3	1/4
(Very good spring skiing throughout Lech and Zurs)					
Schladming	10 200	mixed open	sunny	0	7/4
(Still good spring skiing on upper sections of Planai and glacier)					
Söld	10 100	mixed open	sunny	0	6/4
(Upper runs still very good. Most lifts operating)					
St Anton	35 300	good open	sunny	+1	1/4
(Still very good spring skiing)					
<b>SWITZERLAND</b>					
Arosa	130 140	good open	sunny	-2	6/4
(Good spring skiing at all levels)					
Davos	80 230	good open	sunny	3	5/4
(All pistes offering good spring skiing)					
Verbier	10 400	mixed poor	sunny	-4	5/4
(Good spring skiing on glacier and top runs. icy lower down)					
Villars	30 200	mixed open	sunny	2	5/4
(Good spring skiing on soft snow)					
<b>ITALY</b>					
Bormio	0 150	mixed closed	cloudy	1	4/4
(Reduced snow on lower and middle slopes. Upper still good)					
Cervinia	100 200	good open	cloudy	2	5/4
(Good spring skiing throughout)					
Courmayeur	30 140	mixed poor	cloudy	2	4/4
(Rain has affected lower slopes, but upper slopes still good)					

Supplied by Ski Hotline. L and U refer to lower and upper slopes

### RUGBY UNION: COURAGE CLUBS CHAMPIONSHIP ENTERS FINAL PHASE

## Northampton lay down the challenge

**By DAVID HANDS RUGBY CORRESPONDENT**

NORTHAMPTON, by virtue of their 22-19 win over Leicester on Tuesday evening, have now invited Orrell to show what they are made of. In the past, northern clubs have tended to show fallibility when put to the test and Orrell must now win their three remaining league games if they are to achieve their cherished ambition of winning the Courage Clubs Championship.

If they beat Wasps on Saturday, Harlequins on Easter Monday and Nottingham on April 25, the championship is theirs. But they are now a point behind Northampton, whose own run-in is against Nottingham this weekend and Rosslyn Park on April 25: a Northampton side, moreover, on a roll. "That was the sort of match [against Leicester] we would have lost by one score last season," John Steele, the Northampton stand-off half, said.

"This season we are getting home as winners in the tight finishes." That they are doing so has much to do with

### LEADERS

Northampton	P	W	D	L	F	A	Pts
Northampton	10	8	1	1	180	108	17
Leicester	9	6	1	2	122	116	16
Orrell	9	6	0	3	182	99	15
Saracens	10	6	1	3	127	124	13
Leicester	11	6	0	5	240	194	12
Gloucester	9	5	1	3	131	122	11

Steele's form with the boot: he became the first player to pass 400 points for the season with his 14 points at Welford Road, while Northampton have passed 1,000 for the season for the first time.

They will again be without Ian Hunter, their full back, at Nottingham while he recovers from a pulled hamstring and both Northampton and Orrell will keep an anxious eye on the other title contender, Bath, who have to meet Rosslyn Park and Saracens.

Simon Geoghegan, the international wing, will miss London Irish's last two league games, against Saracens this weekend and Bristol on April 18. His law studies, which prevent him touring New Zealand with Ireland this summer, take precedence.

### Students suffer from Newton's accuracy

**By MICHAEL AUSTIN**

SCOTLAND reversed last season's result at Selkirk to deservedly win at Northern, but nervous tension ruled both sides with places for July's student World Cup in Italy in the offing.

Despite perfect conditions, the match was stodgy and forward-orientated for the first hour. The English scored two tries to one but were punished by the goalkeeping of Newton. The leading points scorer in Scotland this winter, Newton lifted his total to 478 with five penalty goals from eight kicks at goal, while Ness looked a full international in the making.

The English were fluently served by Dawson, Dalwood and Meadows, and a try by Maddocks, stemming from the running of Nolan and Harrison and support by Mooney, forced Scotland to

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Geoghegan: studying

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THE idea of football damaged by club money is a survival to those survive in Britain continent, it is considerable concern. Even in Italy, where resources are people are starting the game being the dominance of the AC Milan, who championship in horse race, are sure of taking the seven games to play president, Silvio is planning to have next season, one games and another week cup and Euro.

Concern was Gianni Rivera, Italian international, to the national last weekend, who restrictions on the market. Fifa, the evening body, is also to prevent clubs and "parking" teams in other countries.

Rivera, who won the Sixties, said: "I am not sure who are those who their squads to the infinity, like Berlusconi, those who cannot be like Real Madrid. They won and abroad without resistance. But I don't people enjoyed it very much."

Although only the players can play in each week, there is the number a club spokesman, said: "Guido Tognoni, tackled at a meeting. 'This practice the credibility petitions,' he said."

Tognoni cited the AC Milan's signing, Elber, the Brazilian.

## Player f... dope t...

Mussadag Hussain, a stall hockey centre, failed a dope test of the Champions Trophy in Karachi in 1991. It was disclosed yesterday that the subsequent test, this time in Pakistan, was also failed. Hussain had informed medical commission time that he was analgesic for a headache.

**Ice impasse**  
The St. Louis

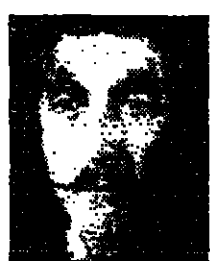












FILMS  
Geoff Brown  
gets his hook  
into Steven  
Spielberg



# LIFE & TIMES

THURSDAY APRIL 9 1992

BOOKS

Sir Kingsley  
Amis on the  
need for truth  
and poetry



## Their future in our hands

As the nation prepares for the televised election marathon, Robert Crampton considers the fate of the MPs in vulnerable seats and shares the pleasures of seeing our leaders on the rack

If other workers were sacked in the way politicians are sacked — publicly, at midnight, with immediate effect and a derisory redundancy payoff — there would be an outcry, probably led by politicians. As it is, if anybody cries out, it is with pleasure. We sit in front of our television screens, with our wine and sandwiches and party snacks, and enjoy the spectacle of MPs abruptly losing their livelihood. It's not surprising: for once, we, the public, are doing the sacking.

Several thousand workers have lost their jobs so far this week. Tonight, another hundred or so, including some very important people, members of Her Majesty's government, could join them, experiencing a sudden cut in pay, perquisites and power. Nobody knows quite how many, nor who will be out of work — it's a guessing game, a lottery, an election.

Many futures hang on the millions of individual decisions to be made in polling booths today — not least the future shape and size and constitution of the country — but one thing is guaranteed: mesmeric personal tragedy. Few political events in peacetime (Mrs Thatcher's resignation in 1990 came close, with those tears at the palace) can hold the public in as much fascination as the sight of several shiny-faced, hopeful men and women on a stage waiting to see if their careers have failed or succeeded. Their glinting faces say it all: these people are sweating. You don't often see politicians sweat.

Ken Hargreaves, for example, doesn't have the odd drop of sweat putting a sheen on his forehead when the votes are read, he will be superhuman. Mr Hargreaves took Hyndburn, in Lancashire, for the Tories nine years ago. He sat through six recounts which put him 36 behind, then 26, 26 again, ten ahead, then 20, 21 and finally into parliament by 23 votes. "We might just hang on. But if we don't, I've enjoyed every minute of it," he says. "When I was small I never dreamt I'd be an MP. It was like playing football for England. I thought I'd like to be a councillor and I had a super time when I was mayor."

Mr Hargreaves, who is now defending a majority of 2,220, used to be an office manager with Shopfitters (Lancashire) Ltd in Oswaldtwistle. "I can't go back to my old job. The firm doesn't exist any more."

To see your politician on the rack you have to be patient, of course; you have to wait for a marginal like Hyndburn.

Sadly, the number of marginals

is declining. Today, barely more than 100 seats, less than a sixth of the total, can change hands even on the largest swing imaginable. And in most of those seats, only two people are on the shortlist. The minor party candidates — the Greens, the Natural Lawers, the loonies and lashers are engaged in a different game. They are "putting their message across", "raising consciousness", "having a laugh". No P45 awaits them.

The drama, the real, brutal uncertainty of "What will I be doing tomorrow morning?", will take place among the sitting MPs and their real challengers in those marginal seats.

By the early hours of tomorrow morning they will either have kept their status, salary, and their entry in *Who's Who*, or they'll be thinking about going back to the office, the polytechnic, or chambers whence they emerged, and the cheeky young reporters from the local rag won't phone any more.

Almost all of these MPs under threat are Conservatives. Some, such as Conal Gregory, in York, defending a majority of 147 in the least safe Tory seat in the country, are bullish: "Of course we will win. I have more Private Members' Bills on the statute book than any other

**'I collapsed. My agent had to pour water over my head from an empty beer can before I could get on the platform'**

MP. Moral and ethical issues are very important in a place like York."

"Moral and ethical issues" has the smack of desperation. The chances are that this time tomorrow Conal Gregory will be reviving his career as a wine consultant. Hugo Summerson, who won Walthamstow in 1987 and admits "I collapsed. My agent had to pour water over my head from an empty beer can before I could get on the platform", will be just as nervous tonight.

Because this election is so close, some people who not only dream of being MPs but organised their lives around the prospect, are under threat. They are the government ministers, who dream not just of unblocking local drains and bureaucracy, but of power — of big black headlines and small red boxes and after today they might just be looking at the hard red benches of the Lords for comfort.

A large, and unremarked, number of ministers is under threat. John Maples, Chris Patten (who could become the first member of the Cabinet since Shirley Williams in 1979 to lose his seat), Ian Lang (who could rapidly become the second) and Michael Forsyth are all vulnerable.

Lynda Chalker, an excellent minister who ought, by rights, to have been in the Cabinet, will almost

certainly be turned out in Wallasey, the fifth shakiest Tory seat of them all, just because she has the words The Conservative Party Candidate after her name.

Others may miss out, too. Labour's Chris Smith may fall victim to any residual "London effect" in Islington South. Mr Smith is a nice man, courageous, and a potential minister. Alf Dubs is another nice man, respected by friend and foe, a dedicated constituency man, and Labour — which is why the gentrified Battersea electorate sacked him in 1987, and why he'll have a hard task trying to regain his former seat today.

Some prominent Liberals may be denied access to any post-pol smoke-filled rooms — Simon Hughes and David Alton, like Mr Maples and Mrs Chalker, could fall to any modest Labour revivals in south London and Liverpool respectively. Mr Hughes and Mr Alton, both enormously respected in their divisions, may find that respect is not enough to save their parliamentary careers.

There is no justice. Enoch Powell, one of the great parliamentarians of his time, lost South Down in 1987. He says he felt no loss for the House, only his constituency. "I had a series of compensatory dreams in the year or two following the election. None of them involved being in the House of Commons."

Denis Healey, taking voluntary redundancy this year, can be breezy. "I'm doing the CLOOF Quartet at the moment, with the Grand Inquisitor (Sir Robin Day), Dracula (Sir Norman Tebbit) and Old Smoothy Chops (Lord Jenkins) ... Oh, don't you know what a CLOOF is? It's a Clapped Out Old Fart."

But the Old Bruiser is 75 this year. After Labour lost in 1979, though still an MP, he took off with his camera to foreign climes, just as Old Smoothy Chops, once he'd got over the shock of "penetrating into the Tube for the first time in seven years", took up his pen again after Labour's 1970 defeat. Like Sir Winston Churchill, who headed for Aix-en-Provence with his paintbox after 1935, Mr Healey and Lord Jenkins have impressive c.v.s and self-confidence: they can afford to be CLOOFs.

Others cannot. If Labour doesn't make it today, Neil Kinnock will become the only leader of a major party since the first world war to have played two, lost two, and will be deposed. If the Tories lose, John Major will join Lords Douglas-Home and Callaghan as the men who got into Downing Street by the back door, and left by the back gate once the electorate passed judgement on them. So maybe there will

be a little perspiration shed in Huntingdon and South Wales tonight, despite Mr Major having a majority of 27,044 and Mr Kinnock taking 71.3 per cent of the vote at Iswyn in 1987.

Millions will watch the sweat fall, if the last election is any guide. On June 11 1987, at 11pm, 14.5 million people were watching the special programmes on the BBC and ITV. By midnight it was 12 million.

And 1987 was a dull election — even the least attentive voter knew the likely outcome. The polls had not flinched: 43 per cent for the Tories 30 days before voting, 43 per cent on the eve of the poll, 42.3 per cent on the day, 30.8 per cent for Labour.

There was no Tory collapse. No Cabinet ministers were likely to lose their padded leather seats in government. Daimlers, Margaret Thatcher did not stare into the future and see only tea chests and removal men at the back gate of Number Ten, as Mr Heath had in 1974, or Mr Callaghan in 1979, as Mr Major may do tonight.

So why did millions of people, losing sleep, watch serious men in dingy Victorian town halls tapping unreliable microphones and saying "I, Eric Stanley Smith, being the returning officer ..."

Who are they? There is the political junkie, for whom the

answer to questions such as "What was the swing in Basildon?" is genuinely meaningful. These are the people who understand all of the Budget, who know where the Wrekin is, who regularly watch *On the Record* out of choice. There is the man who just likes lists, facts and numbers, who browses through an old *Wisden* when there is no constituency on his map to colour blue or red. He's an addict, but he could just as easily be spotting trains.

There are the partisans, the faithful, the party hacks. They are feeling high. They have campaigned all day, they have given stickers to grateful children and lifts to old gentlemen who remember hearing Winston or Nye in '45. They have reaffirmed their allegiance. They want to see the enemy in anguish.

How many Tory ladies stayed up in 1983, long after it was necessary, just to see Tony Benn lose in Bristol? A lot, and they were well rewarded. How many Labour party branch treasurers on the same night hung on for some anticipated solace from Roy Jenkins's likely defeat in Hillhead? Perhaps even more — and they went to bed miserable.

And there are the rest of us, millions of ordinary voters with a passing interest in politics, which we rediscover on election night.

Our attention may have wandered over the last months of phoney and real campaign. Who can blame us? We have wielded that stubby blunt pencil in the ballot booth and we are ready for some blood-on-the-walls political action. Tonight we'll be in our armchairs again. They will be bringing in our ballot boxes in a few hours, two men to a box. Council officials, bank clerks, students and sixth formers, on duty £35 for their four hours work, will start to parcel out our votes. The officials are tired.

The candidates follow the boxes: they don't look their best, do they, but who would? Maybe it's the TV lights, but more likely it is because the threat of redundancy can ruin a cherished special occasion shirt in 60 minutes flat, on the day that politicians' clichés come true. There is indeed "only one poll that counts, on April 9" — and that day has arrived.

### INSIDE

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TOMORROW  
Valerie Grove meets  
Sir Kingsley Amis



Winning smile: Rosie Barnes MP celebrating her by-election victory for the SDP in Greenwich in 1987. Her majority is now 2,141. Will she still be smiling tonight?

## Love that dare not breathe its name

PRIVATE LIFE  
John Diamond  
finds a place  
for the  
last great  
unmentionable



Some of you are worried though that I have never used the word "love". Technically speaking you're right: I asked my word processor to look through every column I've written to see if it could find the term: it beeped petulantly and said "word not found". But how, some of you want to know, can I write about sex without writing about love?

The answer is simple: love is private but sex, not withstanding the title of this column, is not. And by that I don't just mean that the intimate details of the sex lives of the rich and famous get reported in the

public prints. (And the not-so-rich-and-famous either: anybody with a sex life is considered fair game by the pop press which, like a little boy discovering how his square old parents conceived him, exists in a state of constant amazement that sex exists at all outside the biology books). It is rather that people discuss their sex lives — or a for-public-consumption version of them — in a way that they don't talk about their love life.

The lads in the locker room will yammer on in detail after a one-night stand about what

he did to her and she did to him, but they'll rarely report a word from the marital bed once "having sex" has become "making love".

People are generally more wary of displaying their affection for each other in public than they are their attraction. Just try taunting any man with the pet name his lover uses to prove the point. More telling still is what happens when those who are, or have been, in love are unfaithful. (This is not the place, by the way, to discuss the manifold ways in which the unfaithful manage to claim that they are, their infidelity aside, still in love "in their own special way" with their partners. Or if it is the place then it's not yet the time.)

Ask any man who's been unfaithful to his wife: the guilt doesn't follow the act of infidelity itself as much as it does the act of sitting in front of the telly, holding hands together and watching *Inspector Morse* afterwards. A cuckold is invariably more distressed that his partner has been sharing giggles and private codes with another than that she has been sharing a bed. Anyone can do sex, which is why the theory and practice of it is so glibly to this particular mill: love is something altogether more specialised.

Some might find it depressing or distasteful that for so many unattached people sex seems to have become a leisure

activity on a par with disco dancing or fell walking and that the if-it-feels-good-do-it ethos of the post-pill 1960s has seeped so effortlessly into the contemporary consciousness, but there is no point denying its existence. You may well be able to construct an argument, religious or secular, on why a restrained kiss on the cheek is

a fitting way to end a first, second or hundredth date, and that is your prerogative. But the modern world is full of people who cannot construct that argument, or, feeling no need to, will not. I suppose I might as well make it clear that I am one of those people. There is a second reason

why the ideal of romantic love is kept in an ante-room of this column, and that is that when love starts sex stops. Not sexual activity, of course, but that confused grazing in the sexual pastures which makes life so fraught for the active but unattached. In general, when people get married or take out mortgages together any subse-

quent sexual complications are matters for the guidance counsellor rather than the social commentator. Or, as Tolstoy might have written, had he been dissecting Anna Karenina's affair with Count Vronsky in this column, "All lovers resemble one another, but each sexual encounter is sexual in its own way".

A NATIONAL HIT NOW ON TOUR!

## THE MADNESS OF GEORGE III

BY ALAN BENNETT

"Nigel Hawthorne gives the performance of his life"

Mail on Sunday and Observer

2 OLIVIER AWARD NOMINATIONS 1992: BEST PLAY & BEST ACTOR (Nigel Hawthorne)

ROYAL NATIONAL THEATRE

NEWCASTLE  
Theatre Royal  
21-25 April  
091 232 2061

SHEFFIELD  
Lyceum Theatre  
27 April - 2 May  
0742 769922

BATH  
Theatre Royal  
18-25 May  
0225 448844  
(Reopens 20 April)

BRADFORD  
Athlone Theatre  
25-30 May  
0274 752000

AND CONTINUING AT THE NATIONAL



## TODAY'S EVENTS

A daily guide to arts and entertainment compiled by Karl Knight

**PIGMALEON** Alan Howard directs a new production of George Bernard Shaw's play, the basis of the musical *My Fair Lady*. Alan Howard makes his debut with the company in the "Rex Harrison" role of Professor Higgins and Frances Barber is Eliza Doolittle. Supporting cast includes Robin Bailey, Michael Bryant and Judith Cope. Opening night.

**NATIONAL (Olivier)**, South Bank, London SE1 (01-928 2252), 7pm.

**BERLIN BERTIE** A strongly cast Howard Brenton drama, with Diana Rigg (Penny Dorell) but purged by the sinister Berne (Nicholas Woodeson). Royal Court, Sloane Square, SW1 (01-730 1745), previews tonight-Sat, 8pm.

**ROYAL SHAKESPEARE COMPANY:** Jonathan Hyde and Philip Voss head a grand cast in Jonson's satire, *The Alchemist*, transferring to the Barbican's main theatre stage after last year's sell-out at the Swan, in the Pt. Sada Reeves. Heads the cast in Heywood's Yorkshire tragedy, *The Woman of Strathmore*. Knebworth, a first RSC production for Kate Mitchell. Barbican, Old Street, London EC2 (01-638 8891), both productions on preview's tonight-Sat, 7.30pm, mat, Sat, 2pm.

**REDSCOVERING POWER** In 1950 Pompeii was caught in a by a fire, but that covering power that nothing changes now. Since the last Pompeii exhibition in London, excavation has continued, techniques have been

revolutionised, and all kinds of new discoveries have been made. This new show not only contains many of the major works of art found on site, but gives the world an absorbing progress report on the future of the past. *Acquiesce Italia*, 24 Rutland Gate, London W1 (01-275 3074), Daily, 10am-6pm (Wed to 8pm), until June 21.

**THE LONDON PHILHARMONIC:** The orchestra performs Mozart's *Eine kleine Nachtmusik*, flanked by Rostropovich's *Scherzando* and Stravinsky's neo-classical *Pulcinella*. Jubin Baita conducts. Festival Hall, South Bank, London SE1 (01-928 8800), 7.30pm.

**HALLÉ:** Tadaaki Otaka conducts a programme which includes Richard Strauss's *Ein Heldenleben*, Mozart's *Le Nozze di Figaro*, and a concert by the orchestra's young artists. Also *Spanish Dances*, Mozart's last piano concerto, No 27 with soloist Howard Shelley, and J. C. Bach's *Symphony in B flat*, Op. 18, No 2. Free Trade Hall, Peter Street, Manchester M1-434 1712, 7.30pm.

**ST PETERSBURG GALA:** Covent Garden is hosting both the opera and ballet companies of the Mariinsky

Theatre in St Petersburg in a gala celebrating the history of what was until recently known as the House of the Kings. Soloists, orchestra, chorus and dancers from the two companies are taking part in the evening, which will feature extracts from *Swan Lake*, *The Nutcracker* and the opera *Eugene Onegin*. Royal Opera House, Covent Garden, London WC2 (01-240 1066), 7pm.

**KINGSTON AND KATHERINE:** American soprano Kristine Ciesinski appears with her elder sister, mezzo-soprano Katherine, in a recital of songs by Schubert and Schumann. Mendelssohn. The concert forms part of the South Bank's new recital series which features Luba Orgonova, Kathleen Kulkarni and Norman Bailey. Purcell Room, South Bank, London SE1 (01-928 8800), 8pm.

**ANDREW HILL:** The Chicago-born composer and pianist is touring working alongside the likes of Coleman Hawkins, Bill Russo, Red Saunders, Dinah Washington. Following his recording in 1965 he forged a career in the Blue Note label playing with Eric Dolphy, Stan Jones and John Gilmore. His Afro-American compositions reflect gospel, blues, classical and jazz. Jazz Café, 15a Parkway, London NW1 (01-254 4258), tonight-Sat, 8.30pm.

**ANGELS IN AMERICA:** Thrilling performances in Tony Kushner's fascinating state-of-the-union drama on AIDS, religion, politics, everything. National (Olivier), South Bank, SE1 (01-928 2252), Today, 2.30pm and 7.30pm, 210mins.

**THE COTTON CLUB:** An impression of the Harlem nightspot: high on energy, low on story lines. Aldwych, WC2 (01-836 6041) Mon-Fri, 7.30pm, Sat, 8pm, mat, Wed, 2.30pm, Sat, 4pm, 150mins.

**THE DARK RIVER:** Accomplished revival of Rodney Ackland's 1937 drama, history and non-fiction in an England drifting towards war. Orange Tree, Clarendon Street, Richmond TW9-040 3633, Mon-Sat, 8pm, mat, Sat, 4pm, 165mins.

**DEATH AND THE MAIDEN:** Juliet Stevenson, Michael Byrne, Bill Paterson superb in Ariel Dorfman's Chilean political drama. Best play of 1991. Duke of York's, St Martin's Lane, WC2 (01-836 5122) Mon-Sat, 8pm, mat, Tues, 3pm, Sat, 4pm, 120mins.

**AN EVENING WITH GARY LINEKER:** Sometimes look at the fantasy of a woman married to a soccer fan. Duchess, Catherine Street, WC2 (01-494 5073), Mon-Thu, 8pm, Fri, Sat, 8pm and 8.45pm, 130mins.

**GOOD ROCKIN' TONITE:** Satisfying musical celebrating Blues and Sat. 5pm. Playhouse, Northumberland Avenue, W1 (01-494 4041), Mon-Fri, 8pm, Sat, 8.30pm and 8.45pm, 135mins.

**HEARTBEAT HOUSE:** Paul Scofield and Vanessa Redgrave head Trevor Nunn's splendid cast in Shaw's timeless, state-of-the-art drama. National (Olivier), South Bank, SE1 (01-928 2252), Today, 2.30pm and 7.30pm, 210mins.

**THE MADNESS OF GEORGE II:** A brilliant comedy by Alan Bennett's witty, witty, witty wit. National (Olivier), South Bank, SE1 (01-928 2252), Today, 2.30pm, mat, Sat, 2.15pm, 170mins.

**MEASURE FOR MEASURE:** Trevor Nunn's engrossing production. David Haig, Ian McKellen, John Gielgud in Freud's Vienna. Young Vic, The Citi, SE1 (01-761 0000) Mon-Sat, 8pm, mat, Tues, 3pm, Sat, 4pm, 120mins.

**MURDER DOGS:** A girl's school puts on a fund-raising show. Tony Monaghan plays a Londoner playing Captain Jack. Beachfront, Maudslayi, Richmond, Surrey, TW9-040 3633, Mon-Sat, 8pm, mat, Sat, 4pm, 135mins.

**THE POCKET DRAGON:** Foolish burlesque of a Midsummer Night's Dream, with Mike McGee and Sandi Shogden. Maudslayi, Richmond, Surrey, TW9-040 3633, Mon-Sat, 8pm, mat, Sat, 4pm, 135mins.

**SOME LIKE IT HOT:** But what we get is a lukewarm. Tony Steele in poor

## THEATRE GUIDE

Jeremy Kingston's assessment of current theatre showing

House full, returns only  
Seats at all prices

**THEATRE ROYAL, Haymarket, SW1 (01-930 8800)** Mon-Sat, 7.30pm, mat, Wed, Sat, 2.30pm, 225mins.

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## Still only half the sixpence

DONALD COOPER

WHEN Richard Eyre gave Gay's cynical singalong its last major airing, at the National ten years ago, he transposed the 18th-century action to a 19th-century dooshouse. It was as if the

convicts of *Great Expectations* and the paupers of *Bleak House* had collaborated on a parable about parasitism and plunder in the Dickensian depths. Rightly, he substituted the folk-tunes Gay wanted for the roccoco settings imposed on him by his patrons; but still the effect was less a sardonic opera, more a play with incidental music.

But John Caird is the co-director of *Les Misérables* and the creator of *Children of Eden*, and his style is different. At times his *Beggar's Opera* becomes an exuberant musical with spoken recitative linking the production numbers. The acting in the National Theatre revival was stronger than the singing. But the Royal Shakespeare Company has brought in performers whose credits include *Les Mis*, *Me and My Girl* and even *Starlight Express*, with the result that the singing is much stronger than some of the acting.

Which is the right approach? Neither quite. The challenge is to combine humour and mischief with a certain harshness and bite. After all, what is the moral of the tale of Macheath, the highwayman who falls foul of both organised crime and a corrupt law-and-order establishment? That small predators are only being big predators, but that they are hanged for their insolence. No director of the opera should forget that it bears the imprimatur of the greatest of all satirists, Swift. He first suggested the idea of a "Newgate pastoral" to Gay, fiercely

## The Beggar's Opera

Swan, Stratford

defended the piece against its moralising foes, and himself probably wrote an opening song which berates statesmen for thinking themselves as honest as thieves.

Caird has not renounced Swiftian bite. At the start, hanged men swing above the tars, muggers and vagrants who sprawl up the improvised stairs and onto the makeshift landings of Kendra Ulyan's nice, tacky set. Towards the end, the cast stars accusingly at the unfortunate audience, melodiously informing it that it, too, should be on the gallows. In between a few ugly and violent things happen; but not enough to dampen the prevailing mood, a sort of grotesque *joie de vivre*.

The brief song "The Hour of Attack Approaches" becomes a bigish number, with highwaymen bearing down on terrified passengers in the kind of do-it-yourself coach Caird introduced in *Nicholas Nickleby*. Macheath's reunion with his harem is more exotic still, a masked dance in which he plays matador to garishly accoutred doddies. Always, Fiona Selenius's music rises to the occasion: a hint of Weill there, a touch of Sullivan there, and everywhere stylish orchestration of what are, mostly, traditional English airs.

Some of the songs are beautifully delivered, notably the duets between Macheath's mistresses, Elizabeth Renihan's Lucy Peachum and Jenna Russell's Lucy Lockit. But with Renihan tending to project character by pushing her head forward and



No danger: Elizabeth Renihan (left), David Burt and Jenna Russell

looking pained or panting, their sly wranglings lack guile and wit. Again, Paul Jesson is splendidly sinister as the master-mafioso Peachum, with his fungoid face, cavernous voice and noose symbolically drooping from his wig, and Anthony O'Donnell, keys dangling from every part, is lively

BENEDICT NIGHTINGALE

## ROCK

## Reworking the metal

Soundgarden  
Town & Country

THE music industry is still reeling from the rise of Nirvana, the leading lights of the Seattle-based Sub Pop movement. A predictable stampede to find similar acts has ensued, but Nirvana's impact has also prompted a reappraisal of the aesthetics of heavy rock.

Far from following in their footsteps, Soundgarden, if anything, paved the way for Nirvana. The first group from the Sub Pop label to sign to a major record company (A&M), and currently enjoying US Top 40 honours with their third album *Badmotorfinger*, Soundgarden played a key role in the development of the Seattle sound.

This is a sound which those not attuned to the subtleties of high volume rock 'n' roll might find distressingly similar to old-fashioned heavy

metal overkill. Indeed, hearing guitarist and Edgar Broughton-lookalike Kim Thayil carefully forging his industrial strength riffs, it was difficult to avoid comparisons with early Black Sabbath, while singer/guitarist Chris Cornell's demonic shriek bore a passing resemblance to that of Led Zeppelin's Robert Plant.

Where they departed from the metal stereotype was in the unpredictable structures of their songs, and in the supple energy injected into the performance by bassist Ben Shepherd and drummer Matt Cameron - a rhythm section of exceptional ingenuity and lethal power.

Compared to the swinging impact of those bottom frequencies, Cornell's vocals at times sounded weak and buried in the mix. No matter. The melodic content of "Outshined" and the current "controversial" single "Jesus Christ Pose" was adequately conveyed by Thayil's majestic riffs, while the gung-ho quality of the performance as a whole, coupled with a satisfactorily high "grunge" factor, was sufficient to compensate for any lack of detail.

DAVID SINCLAIR

## From out of the swamps

Tony Joe White  
The Grand

HE HAS the loosely jointed, hulking frame and Mungo Jerry haircut of a 1970s rugby player, and a face in which it is possible to see both the boy and the old man. Tony Joe White's Clapham stage story owned nothing to fashion and paid scant regard to the big sell: his comments between songs were mumbled and carried no discernible plug for the recent album *Closer to the Truth*, his first in several years.

But then the best adviser for the singer/songwriter from Goodwill, Louisiana, has always been in music - a sneaking, sensuous blend of blues and rhythm 'n' blues that long ago earned its own generic title: "Swamp Rock". White first came to prominence in 1967 when a cover of his composition "Polk Salad Annie" - reprised here in fine style - briefly restored the critical

reputation of a cabaret-bound Elvis Presley. More recently, his was the pen behind a brace of the stylye songs on which Tina Turner's comeback has been effected.

To describe his own sound, the overwhelming urge is to reach for images as colourful, if clichéd, as those that occasionally surface in his fast but telling lyrics. The propelling rhythms of his guitar are sinister on the slower numbers, celebratory on the fast, while the occasional harmonica breaks that are his punctuation speak as mournfully as some distant whistling train. His voice, meanwhile, sliding words lasciviously, distils the Southern Gothic impact of a Flannery O'Connor story with wry, weary self-knowledge.

On the title track of his new album, a slow swagger of a blues ballad, White proves that it is possible to sing without embarrassment about ecology. But his best territory remains sexual or romantic: "Underover Agent for the Blues" and an irresistible "Steamy Windows", or the bruised rendition of "A Rainy Night in Georgia" that closed this rare and hugely enjoyable performance.

ALAN JACKSON

## RECITAL

## Songbird in full flight

Joan Rodgers  
QE

Here was welcome evidence of a young singer testing her powers in less familiar terrain.

Her voice is essentially light and graceful, as she showed in a set of Mozart songs and later in Poulenc's wry song cycle, *Fiançailles pour rire*.

But she adjusted her timbre boldly to suit the repertoire. She will never sing Prokofiev's *Five Poems of Anna Akhmatova* with the melodramatic grandeur of Galina Vishnevskaya in her prime, but the eerie, colourless tone she often utilised exactly matched the mood of these poems, in which passion is extinguished in brusque cynicism. Then, in some Richard Strauss lieder - of the self-satisfied, "Isn't my life

wonderful" variety, I am afraid - her voice blossomed into voluptuousness.

She characterised the songs discreetly, by telling: the hint of wine and wistfulness in Poulenc's "Violon", a ringing affirmation in Brahms's ringing "Von ewiger Liebe". Occasional low notes didn't carry. Against that must be set some exquisitely floated high entries in the Prokofiev songs.

Great entertainment the city was that the hall was half-full. London must support song recitals of quality, otherwise the city will become a musical province.

RICHARD MORRISON

## ENTERTAINMENTS

**ADOLPHUS** (15) Jacques Offenbach's comic opera, the story of a young man who falls in love with a girl who is the daughter of a king. Royal Opera House, Covent Garden, London WC2 (01-240 1066), 7pm.

**THE HARPIS** (15) A comedy about a man who is a king. Royal Opera House, Covent Garden, London WC2 (01-240 1066), 7pm.

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Geoff Brown reviews Steven Spielberg's *Hook*, *At Play in the Fields of the Lord*, *The Doctor*, *Final Analysis*, *Salmonberries* and *Kikuchi*

## CINEMA: NEW RELEASES

# Boy wonder's Barrie is kids' stuff

The first time Steven Spielberg directed *Peter Pan*, he was at school, aged 13. Thirty years later, in 1991, he tried again. No school auditorium now sufficed: at his disposal lay nine Hollywood sound stages, top stars and special effects wizards, a 170-foot pirate ship, an army of stunt men, 600,000 gallons of water and some 75 million dollars. The end result is an over-inflated balloon of a film, called *Hook* (U. Odeon Leicester Square).

Spielberg's kinship with Barrie's fantasy has long been obvious. "I really haven't grown up yet," he declared in 1982, the year of *E.T.* At first he wanted simply to retell the tale of *Peter Pan* and Wendy, the orphaned *Lost Boys* and the dastardly pirate Captain Hook. But the script that emerged created a new adventure.

Barrie's eternal boy has grown up, crossed the Atlantic and become Robin Williams, a go-getting lawyer more in love with his mobile phone than his wife and children. On a Christmas visit to an enchanted, snow-swept London, the offspring are whisked away into Neverland.

In order to snatch them back from Captain Hook (enter Dustin Hoffman in top of ringleader and a supposed Etonian accent), the adult Peter needs to rediscover the child within him.

Buried somewhere within the film's future lies a wistful adult tale about childhood's paradise lost and regained. It raises its head for a few quiet speeches. Then in swart the noisemakers: Dustin Hoffman, Bob Hoskins as his sidekick Smee ("Also-floggin'-lute!"), pirates and *Lost Boys* galore, bustling over the massive, dull sets constructed like Disneyland rides.

Just when you think the screen can hold no more, Tinkerbell flies in, all special

effects and aggravating smiles. This must be Julia Roberts' least effective screen role.

Barrie's creation celebrates the precious gift of imagination. Technical wizardry apart, Spielberg's response is dispiriting. Look at the *Lost Boys*: a rainbow coalition of easy stereotypes, from the lovable fat boy to the aggressive punk, swirling round on skateboards, spewing out insults or street-smart salutations like "You are the Pan!"

This is Neverland for the Nineties. The best fantasies widen an audience's horizons.

**'You think the screen can hold no more, then Tinkerbell flies in, all aggravating smiles'**

Spielberg's wastes its time, talent and potential pandering to what they already know.

We must press on, in a crowded week, to Hollywood's Carling Division. Three hours long, and a dream project of its producer Saul Zaentz, *At Play in the Fields of the Lord* (15, Plaza), based on Peter Matthiessen's novel, weighs in with impeccable ecological credentials.

The setting is the Amazon rainforest, where a tribe faces attack from fundamentalist missionaries and authorities anxious to grab their land. The slant is pro-Indian, pro-nature. The star is Tom Berenger as an American mercenary, half-Cheyenne, half-hippy, who decides to ditch civilisation, parachute into the forest and go native. Berenger's new look (tur-

quoise feathers piercing his lobes, Meryl Streep's hairdo from *A Cry in the Dark*) seems to convince the Indians. But for audiences, he and every other familiar player imperil the authenticity so laboriously contrived by the director Hector Babenco — back at work after that mausoleum of a film, *Ironweed*.

Ethnic rituals are given respectful footage and the scenery looks awesome, especially when matched to impassioned music by Zbigniew Preisner, the film-maker Krzysztof Kieslowski's regular composer. But the characterisations that propelled *Peter Matthiessen's* novel steadily crumble into caricature.

With the missionaries, for instance, we should be experiencing blind faith under pressure. Instead we just watch actors acting. Aidan Quinn mumbles, John Lithgow barks, Daryl Hannah goes bathing, Kathy Bates goes bonkers. Succeeding neither as epic nor spiritual journey, *At Play in the Fields of the Lord* confirms the old adage: good intentions are not enough.

More good intentions in *The Doctor* (12, Odeon West End), where William Hurt follows Harrison Ford in *Regarding Henry* and emerges from illness a Better Person. He begins as a successful but callous surgeon; motto, "We cut — no time for feelings." Once a vocal cord growth is discovered, the doctor becomes a patient himself and is humbled.

Robert Caswell's script brings many ingredients of American medical dramas into play, from the malpractice suit to the valiant cancer patient, spirit burning bright (Elizabeth Perkins). But, an abject finale apart, skilled filmmaking helps to keep hope wash at bay. Hurt's performance is subtle; and Randa Haines, who directed Hurt in *Children of a Lesser God*,

Foppish Etonian dastard and noisy sidekick: Captain Hook (Dustin Hoffman) and Smee (Bob Hoskins) in Steven Spielberg's *Hook*

never lets the clichés drag.

Further behind the camera, Ken Adam, veteran designer of Bond epics, provides an object lesson in the part design plays in establishing mood. The high-tech hospital looks a temple of soulless efficiency; while Hurt's cluttered home, with its lack of shared spaces, shows domestic unease. *The Doctor* should have been a minor potboiler — a fate from which it is saved by effort and a touch of art.

*Final Analysis* (15, Plaza) equally deserves A for effort. Wesley Strick's script is a potpourri of pastiche Hitchcock and Hollywood Forties' melodramas, yet director Phil Joanou strains every nerve to make the silliness matter. Its best audience would be the "virgin" viewer, unsullied by memories of the originals.

Richard Gere, hair turning silver, is the psychiatrist hero. He wears his learning lightly: "To paraphrase Freud," he murmurs with a smile, "I'm trying to turn neurotic misery into general unhappiness." Meeting Kim Basinger, the come-hither sister of Uma Thurman, one of his patients, he launches into a passionate affair and helps her defence when she is tried for the murder of her brutish husband.

At this point, the plot — none too sober already — lurches into a stupor. Jordan Cronenweth's camera undertakes grandiose sweeps; the rain thunders down; while a lighthouse, picturesquely sited near the Golden Gate Bridge, works overtime as a sexual

symbol and the characters' last refuge. As in his film about New York racketeers, *State of Grace*, Joanou proves he has talent to spare, though he needs urgent lessons in self-discipline.

Up to Alaska now, for Percy Adlon's *Salmonberries* (12, Metro Cinema), the fanciful tale of a half-Eskimo founding and a librarian from East Berlin, thrust together in the loneliness and snow 36 miles north of the Arctic Circle. As this suggests, Adlon's themes here often echo his great success, *Bagdad Café*.

But this time there are no intentional jokes. No equivalent to the ample presence of that film's star, Marianne Sägebrecht, either: Adlon's new muse is k.d. lang, the Canadian country singer with a formidable voice, an androg-

ynous appearance and a preference for lower-case letters.

The voice is spottily in a soundtrack song, heard too often; the acting talent remains in embryo, though Adlon's arch account of the gradual rapprochement between the queuing founding and the German lady with her own troubled past hardly aids its development.

Adlon and cameraman conjure impressive pictures from the town's battered houses, the huskies, sleds and imprisoning snow. But this is a film adrift, from a director whose style and intentions have, temporarily at least, lost their razor edge.

For cinematic precision, the week's jewel must be the Japanese film *Kikuchi* (ICA Cinema): 68 minutes of large-format static shots describing a

laundry attendant's barren life. This sounds like a film to flee from. In fact, the writer and director Kenichi Iwamoto (formerly a cult comic-strip illustrator) constantly turns his mundane images into something rich, strange and quietly hilarious.

An amplified soundtrack exaggerates the simplest sounds: the bleached colours cast an eerie spell. The dialogue is cut back to brief snatches, between the taciturn hero and fellow workers. To the supermarket check-out girl he whispers, the hero dare not speak at all; there are only gestures and stares.

Snatching creative advantage from a tiny budget, Iwamoto builds a unique comic picture of social alienation, Japanese-style. This is his first film; roll on the second.

## Brutal beauty of war's imperatives

## EXHIBITION

Richard Cork on the paintings and first world war poems of the east London artist David Bomberg

Before the first world war irrevocably changed the modern world, David Bomberg saw the machine age as a source of limitless dynamism. The earliest images in his exhibition at the Gillian Jason Gallery are harsh, clean-cut and energetic. Filled with the angular dissonance of big-city life, they leap, dance and struggle with infectious vitality.

Then came the outbreak of hostilities, smashing everything in their path. Like every other innovative artist of his generation, Bomberg was forced to re-examine the assumptions which had powered his pre-war work. After volunteering for the Royal Engineers, he was sent to France and witnessed the horror and degradation of the trenches. Just how traumatically the carnage affected him is revealed, for the first time, in a book of poems produced by the Jason Gallery. Sumptuously printed in a limited edition, they disclose the full extent of Bomberg's distress.

In the pre-war years, he had written little. But regular contact with poets as committed as Ezra Pound, R.E. Hulse and Isaac Rosenberg, who grew up in the same area of east London as Bomberg, must have spurred him to experiment. At their best, his poems express the violence of war with direct, shocking vigour.

Accompanying these heart-felt, indignant poems are some of the drawings and watercolours he made in the same gruelling period. But none of them conveys the anguish which drove him, at his most despairing, to shoot his own foot. Apart from a swift, stabbing study of soldiers carrying a wounded comrade, they concentrate on life rather than death. Some

Semi-abstract design, modified for the final version: a study for *Sappers at Work* by David Bomberg, c. 1918

figures are caught at moments of supreme exertion, straining under the weight of shells as they load the big guns. Others carry out more mundane duties, patrolling tunnels and digging subterranean passages towards the enemy lines.

Many of these crisp, summarising studies of bodily movement are connected with an important commission Bomberg received from the Canadian War Memorials Fund. Invited to produce a colossal canvas of *Sappers at Work* for a commemorative building in Ottawa, he set to work with characteristic forcefulness. The painting was supposed to depict a particular historic moment, when a joint force of British and Canadian sappers tunneled successfully towards the German defences at St. Eloi. But Bomberg prepared himself by studying

other sappers at first hand, defining them with sinewy lines and juxtaposing their limbs with the austere geometry of the tunnels' beams and rafters.

At first he seems to have envisaged a semi-abstract design, where the simplified figures are scarcely distinguishable from their severe surroundings. Bomberg must have realised, however, that such an extreme image would be unacceptable to his patrons. Like other avant-garde artists who received official war commissions, he was obliged to develop a more representational style for the purpose.

At the same time, his own way of seeing underwent a momentous conversion. No longer content with his pre-war vision of the machine as

an agent of construction, he started to develop a far more apprehensive view. For the senseless annihilation of human lives on the western front convinced Bomberg that the machine was capable of hitherto unimaginable destruction. Stricken by the slaughter of relatives and fellow-soldiers, as well as his old friends Hulme and Rosenberg, he recoiled from the waste of war.

That is why his drawings gradually shed their obsession with stark rigidity. They move instead towards flesh-and-blood figures, vulnerable rather than steel-plated. The later pictures in the Jason exhibition chart the course Bomberg pursued after the armistice. Intense bodily activity drops away, and in its place a preoccupation with landscape takes hold of his work.

By this time, the poems had

come to an end. They seem only to have been written as a form of emotional exorcism during the years in the trenches. Now drawing and painting occupied Bomberg exclusively again, and he began exploring his response to the natural world.

The industrial city plays no part in these post-war images of Palestine and Spain. Motivated by a growing conviction that humanity needed to recover a lost relationship with nature, Bomberg concentrated on a more freely handled approach to the remote countryside he favoured. These pictures were a form of recuperation, a much-needed corrective to the killing fields.

The show continues at 42 Inverness St, London NW1 (071-267 4835) until April 15. Copies of the book of poems are obtainable from the gallery.

## TELEVISION

### 800-odd lean years

day. Later, the tower changed its mind and lurched decisively to the south. Some Pisans kept up the pretence that the tilt was part of the design, but wisecracks such as Vasari realised that this great example of Tuscan Romanesque was also a great example of how not to build a tower.

Mussolini's porous solution was to pour tonnes of cement into hundreds of holes drilled in the foundations. Alas, *Il Duce* was no more blessed with architectural instinct than dress sense, and the structure reacted badly to this aggressive interference. In the last few decades, the rate of tilt has increased rapidly and Pisa's greatest attraction, which now leans to the south by more than four metres, was closed to the public last year following the collapse of a medieval tower in Pavia. The town stands to lose the custom

of a million tourists a year. Sooner to the rescue. The star of last night's show was John Birland, a mild-mannered professor of soil mechanics from Imperial College, London, who used an ingenious electronic spirit level to show that the sun's heat was causing the Pisan tower to rock from side to side, as its masonry expanded and contracted.

Armed with this new theory, the commission has now resolved to make the northern foundations the heavier with lead weights. Eight steel rings will also be built into the south side to prevent it from exploding. But the plan has yet to be put into practice.

Juxtaposing serious science and human eccentricity is always good fun and something at which QED has excelled. It was hard not to feel a deep sympathy for this lopsided wonder of a building and its somewhat hapless custodians. How odd and heartening that so much energy should be expended in the preservation of an architectural howler, and how typically Mediterranean that civic inefficiency should prevent much being done about it.

MATTHEW D'ANCONA

## ARTS BRIEF

### Screen one . . .

AN EARLY Arthur Miller play, never before seen on stage, film or television, will be on Channel 4 later this year. *The Golden Years* is based on the Spanish conquest of the Aztecs in 1522. But as with *The Crucible*, Miller used history to illuminate the events of his day, drawing parallels between the 16th century Spanish and the Fascists in the ascendancy in 1939 when he wrote the play. The TV film, from Brooks Productions, has Ronald Pickup as the Aztec emperor Montezuma and Robert Powell as the Spanish conquistador Cortez.

## Screen two

A NEW music drama by composer Mark-Anthony Turnage has been filmed by Rob Walker for BBC 2's "Commissions and Collaborations" se-

ries. Starring the tenor Mike Henry and Cathy Tyson, and due for transmission on May 31, *Killing Time* is based on poems by long-term prisoners, including Ho Chi Minh and Albie Sachs. The series opens on May 16 with Ken Russell's first film for the BBC for 25 years, *The Mystery of Dr Martin*, a "psychological detective story" about the Czech composer.

## Last chance . . .

DAVID FREEMAN's superbly physical staging of Monteverdi's *Orfeo* — the first operatic masterpiece — has returned in triumph to the English National Opera repertoire after nearly a decade. In the title role, Anthony Rolfe Johnson is magnificently responsive to Monteverdi's dance-like vocal lines: in the pit, a combination of modern strings and ancient wind instruments gels surprisingly effectively. Last performance is tomorrow at the Coliseum (071-836 3161).

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# The Commissaire's chief

Peter Ackroyd gives full marks to a new life of Simenon, among the greatest of novelists but a storyteller in an age of *littérateurs*

Georges Simenon wrote some four hundred novels and each one took approximately a fortnight to complete. He is in a sense the quintessential novelist, therefore, a close relation to Balzac and Dickens who scorned the work of less fecund or more self-conscious contemporaries as amateurish.

He wrote a lot, he drank a lot, and made up everything else that happened in between. Certainly he seems to have reinvented his own childhood on a number of occasions, but what is infancy except a pattern of unrelated fantasies? It was also the most important source for his creative energy, and it would not have been wise to come too close. Now Patrick Marham has made up the deficiency (if such it is) and, by drawing on a number of his own more academic sources, has set out the facts of Simenon's childhood in meticulous fashion.

Apparently that childhood cast a "shadow" over all his writings, but what author's infancy does not? The conditions were almost ideal for the making of an obsessive and energetic man — an unhappy mother, a placid but unsuccessful father, and alcoholic relatives looming somewhere in the background. "My father lacked nothing, my mother lacked everything..." he once wrote, and the Belgian setting adds a little damp melancholy to what otherwise might have been a lurid boyhood odyssey.

At first he seems to have been an exemplary child — he was even an altar boy for a while, which may have given him his impeccable sense of plot and timing — but the first world war changed everything. He abandoned both his faith and his education, even at one point flirting with that criminality which plays so necessary a part in his fiction: at the age of 15 he started drinking, and took advantage of those sexual favours which were more readily available in wartime. He was, in other words, becoming an interesting case — "a suicide case" according to one contemporary in 1921. But it was worse than that. It was a writer's case. He took the first step on that gaudy pilgrimage by entering journalism, and at the age of 16 actually became a crime reporter. He also managed to

study forensics as an extra-mural student at the university of Liège — so much for the idea that Maigret wandered into the world by accident. In the same period he exhibited, according to Patrick Marham, a "fascination with the forbidden" which led him on many occasions to enter the mind (if not precisely take the side) of the criminal. Then, at the age of 19, he boarded the night-train to Paris and left Liège for ever.

Five years later he was a relatively rich and relatively famous creator of pot-boilers, and this even before the creation of the imperturbable and indomitable Commissaire who was to be the hero of 76 novels. But Paris made him, and in turn that city became another hero (or heroine) of his fiction.

Here he began seriously to write, after all — or rather he learned how to write up to the conditions of his time. "Pas de littérature!" was the command of his first literary editor, Collette, and he followed that advice all his life. He wrote fast and fluently, apparently completing his first novel in the space of one morning; but he was also adept at the art of publicity and quickly became a character as intriguing as anything in his fiction.

But Paris was not his only home. He seems to have travelled everywhere. He even emigrated to America after the war (in which, according to Marham, he played less than a glorious role) where he met another woman and collided with another sense of life. He was not French at all, and lacked anything like the tunnel vision of the true nationalist: in one of the many illuminating asides in this biography, Marham notes that Simenon "...always saw France through the eyes of a foreigner. He had acquired a certain idea of France and he was to make it a universal idea of France..."

In fact he was always treated seriously by the critics but not, as far as Simenon was concerned, quite seriously enough. He seems continually to have lamented the fact that he had not been awarded the Nobel Prize, but he had the misfortune to live in a period when most of his eminent French contemporaries were involved in philosophical melodrama. Simenon was not that kind of

## THE MAN WHO WASN'T MAIGRET



A Portrait of Georges Simenon By Patrick Marham Bloomsbury, £17.90



Another man who wasn't Maigret but one who liked the part: Michael Gambon in the recent TV series

writer at all. He was a storyteller. Of course that does not make him any less of an artist, since in the unfolding of a story can be found all the power and significance of the world. It may have been an inverted form of literary snobbery for Gide to describe him as "the greatest novelist we have had this century", but for once he was not far from the truth.

In this exemplary biography, however, his greatest gift is seen to be his helpless, ferocious energy — the energy in his daily amorous encounters (everyone now knows his boast of having slept with 10,000 women), the energy in his drinking and, most

importantly, the energy in his violent working routine.

And it is particularly here that *The Man Who Wasn't Maigret* becomes such an intriguing biography. Patrick Marham has a clear grasp of period detail so that, for example, Liège at the beginning of the 20th century comes to life before us. But, more importantly, he understands the strange compulsions of a novelist who was prompted to write by some vague feeling of unease, who entered his fictional world as fully as if he were a part of it, who completed his work in a state of utter exhaustion. Such was the man who became, by

the end of his life, "the most popular living author in world literature".

But it is also in the nature of such a man that the more famous and influential he became, the more obsessive and insecure he grew. Although it is a cliché to portray the great novelist as a tormented victim, there is good reason to apply it to Simenon. At the end of his life he had become an unhappy recluse, living in a house "surrounded by three tower blocks and overlooked by a supermarket car-park..." And yet what does it matter when, from the start, he saw only that which was within him?

## Woman and supermen

Harold James

**FORGOTTEN FATHERLAND**  
The Search for Elisabeth Nietzsche  
By Ben Macintyre  
Macmillan, £17.50

It is possible to write a book on Nietzsche that is not ponderous and profound? Yes, if you write about Elisabeth and not Friedrich.

The philosopher had a slightly younger sister, bright and attractive but highly manipulative, who tried to exercise over her fragile brother a grasping control. She met all his friends, and glowed with admiration at the man Friedrich had described as "the great, brave and indomitable champion of German culture". Richard Wagner.

On the fringes of the Wagner circle in Bayreuth, she encountered, and later married, the radical anti-Semite Bernhard Förster, whose views and person Friedrich (who had by then fallen out with Wagner) despised. She also stood in the way of any relationship between Nietzsche and other women, and tried to promote and eternalize Nietzsche's dependence on the domineering paternal figure of Wagner.

Elisabeth's husband already before their marriage had made a preliminary journey to Paraguay, under-populated and devastated by war, in search of a possible site for a colony where German emigrants could establish a racially pure community. Soon after the wedding, the new couple led a group of "aryan" pioneers to create Nueva Germania in the jungle. Förster's promises to the would-be colonists of his aryan paradise were highly deceptive.

Although the Försters built themselves a grand mansion, their fellow settlers had only primitive huts, and one returned to Germany to denounce the fraud. Faced with ruin, Bernhard Förster poisoned himself. Elisabeth went home to defend his reputation, and to care for her brother, who by now had fallen into madness.

Her life's mission turned out not to be colonialism, but the creation of a cult of her brother: the colonization of the German mind with the ideas of the Nietzsches. Before his descent into madness Friedrich Nietzsche was not widely known. Once incapable of speaking for himself, for practical purposes dead to the world and in every sense in the hands of his sister, he attracted fame and influence. Elisabeth's cult culminated in a bizarre ceremony in which, in the presence of Adolf Hitler, Wagner's widow Cosima and Nietzsche's sister buried the hatchet on the family quarrel.

Both Elisabeth and Cosima were fundamentally evil women, who manipulated in accordance with their anti-Semitic and deeply destructive ideas, the reputations of the tortured geniuses with whom they had been associated.

Ben Macintyre illuminated this distortion by going to Paraguay in search of the remnants of Nueva Germania. He describes the heat and the biting insects that tormented the original colonists, and their descendants, whose obvious inbreeding seems a logical outcome of the original experiment in racial fantasy. Preserved for inspection at the end of the 20th century in a Paraguayan jungle is a living time capsule of the maddest and most destructive beliefs of the 19th. Macintyre does not know whether to laugh at it or to cry at its folly. So he attempts to tell the story of the heart of darkness in the language of Britain in the 1990s.

He gives us a blend of two different kinds of books. On the one hand, a fascinating travel guide on how to sail upstream from Asunción and how to cross the jungle on the other, an intellectual history of the Nietzsche myth. The join of the two books is ingenious: into the travelogue Macintyre weaves a light-hearted account of the emotional relationship of the Nietzsches. In this second book is the story of the heart of darkness that lies within the family. It is unfortunate that this is punctuated with occasional misunderstandings or misreadings of the German sources (for instance, "Jungens" rather than "Jugend").

Macintyre's main indictment of Elisabeth — that she distorted the work and meaning of her brother — is correct enough. But we are never really told what it was in Nietzsche's work that she misapplied, or how and why Nietzsche's philosophy and Wagner's music were cast into a political interpretation.

Instead, the picture we have



Elisabeth Förster-Nietzsche

here is not so much of Nietzsche the critic of modernity, but of a man who visited brothers and exhorted others to live dangerously as a result of being bossed around by a possessive sister. He might as well have lived today. Indeed at times Macintyre seems intent on living out his interpretation of the lessons of the unfortunate Friedrich.

He starts off in a "survival shop" in London in the belief that "Nietzsche himself might have approved of this violent approach to survival". Later he sees himself as part of the genetic experiment in which, at dusk, jungle Brnhdides, perfect Teutons in every way with bright-blue eyes, would emerge from the forest to the clearing where I lay strapped naked to a trestle table.

Some readers may find this approach irritating rather than entertaining. When Nietzsche and Joseph Conrad are blended — with a touch of the Evelyn Waugh grotesque — to produce intellectual mixed with geographic tourism, the result is likely to be quite startling. I am not sure that Friedrich N. would have been happy with the result.

Professor James is the author of *A German Identity: 1770-1990* (Weidenfeld & Nicolson)

## Low jinks at Number Ten

Woodrow Wyatt

**TO PLAY THE KING**  
By Michael Dobbs  
HarperCollins, £9.99

strained even more than when he tangles with her on, in and around his chair in the cabinet room, which mercifully was in darkness. Naturally, the prime minister's wife is a bit too, with an Italian singer purporting to teach her Italian. What he principally taught her was spectacular new cavortings in which the unwitting pair were photographed. The PM's knowledge of his wife's affair and the use made of the pictures spawn sub-plots with a twist.

These frolics are not reserved for commoners. A royal princess, bored with her husband, romps with her young

military equerry. Anticipating the eventual loss of her favours the gallant officer shoots full frontal photographs of her in full swing as an insurance policy against harder times. He discovers their market value with an investigative journalist, formerly in the security services, who sees them. The PM keeps them in a locked drawer, waiting for the right moment anonymously to release them to destroy the royal family and the King.

That this is his intention is indicated in the prologue, a moving account of the supposed thoughts of Charles I on the day of his execution concluding with the apprehensions of the present King waking in a cold sweat on a similar wintry morning. The duel between the King and the man who recently grabbed the premiership through a sordid internal Tory plot, and now has to face confirmation in a general election, is the central theme.

Ted Heath in 1974 asked who ruled Britain, the unions or the elected government, and lost. This time the question is whether the compassionate King who ignores his PM's advice is to be shorn of much of his income and humiliated into open and silent servility to the cynical and unscrupulous Prime Minister.

The beautiful pollster concocts questions slanted against the King and royal family to get the answers the PM requires and the results severely damage the King. A tour, on Archbishop of Canterbury lines, visiting and commiserat-

ing with the poor at first wins support for the King. But his oldest and closest friend, his press secretary, is forced before the tour finishes to reveal that he is a practising homosexual: something the King was unaware of but readily accepts. Enter the corrupt, power-crazy financier and press proprietor with his fingers in every pie and every attractive woman's underclothes.

Dobbs has written an absorbing and ingenious tale. Though TV will use its worst endeavours to display all the pornographic bits it should beware of Lord Rees-Mogg's Broadcasting Standards Council and of Mrs Whitehouse, who will doubtless wonder whether they are essential in the sacred name of artistic expression.

This book's strength lies in its detailed personal interviews with hundreds of Chileans throughout society. Here are the revolutionaries and the committed democrats detained, tortured and killed, or hunkered down amid threats and suspicion. But here too are the compromised judges, the collaborationist businessmen, the apathetic and the apolitical. It is these men and women who at least partially give the lie to the image of a democratic society in hibernation.

In 1989 just over half the population voted to oust Pinochet, and even if just under half did not it was still a signal achievement. To see something pre-ordained in that visceral rejection of dictatorship after nearly two decades of repression is to debate it.



General Pinochet in 1973

## Eclipse of a socialist son

Ben Macintyre

**POLITICAL SUICIDE IN LATIN AMERICA**  
By James Dunkerley  
Verso, £34.95 and £11.95 pbk  
**A NATION OF ENEMIES**  
Chile under Pinochet  
By Pamela Constable and Arturo Valenzuela  
W. W. Norton, £17.95

The cover photograph of Dunkerley's collection captures the precise moment when Allende's "peaceful road to socialism" became the bloody march of dictatorship. The bespectacled Allende stands in the doorway of La Moneda, peering skywards at the rebel jets. A helmet is perched on his head and a rifle dangles from his right hand — a don in armour. His expression is neither fearful nor defiant, merely astonished.

It is this same astonishment — at the sudden collapse of democracy in the face of military aggression — which permeates *A Nation of Enemies* by Pamela Constable and Arturo Valenzuela. Despite the book's thorough and even-handed approach, it is never

quite resolved. On the day of the coup a 150-year-old tradition of deference to democracy evaporated with sickening speed. Yet 17 years later the ageing Pinochet was bloodlessly ushered out to grass by the voice of the people. What happened?

For Constable and Valenzuela democracy was a constant, embattled and thus largely invisible, but valiantly lurking, to be reasserted in pristine form once the aberration of *Pinochetismo* began to crumble. The regime, they argue with hindsight, made "spies of the unscrupulous, sycophants of the ambitious and conformists of the majority", yet "democracy survived in the hearts of many... who never lost their faith in what it

Of death, sex, drink, God and illegal substances...



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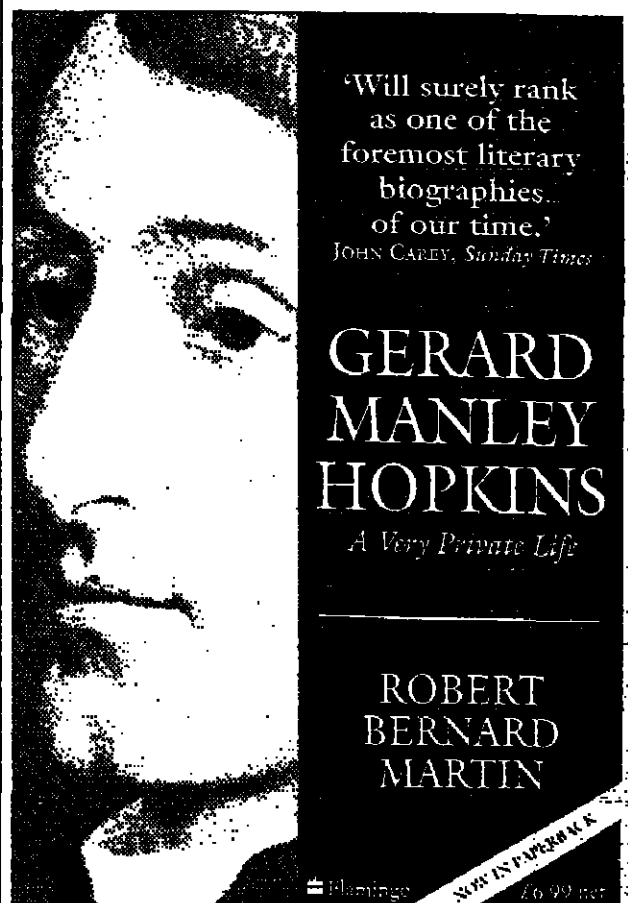
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## Old mu for and

Sir Kingsley A  
revolves round  
old-fashioned

His publisher  
me for saying  
its deepest  
Russian Girl  
truth. *Dichtung und*  
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for sexy Russian poet  
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imprisoned brother) in  
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## BI

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of the English Reform  
and a key to all mythol  
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she makes overtures to  
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Goddess turns into the C  
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kills Adonis in classical  
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match her costume-ch  
and metamorphoses  
Tarquin, the rapist in S  
spears's other long narr  
*The Rape of Lucrece*,  
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again until somehow t  
stranged male and fema  
back together.

Hughes is nothing i  
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worth remembering why  
Laureate. Many still  
living English poet. His  
may be a great bore  
nature he is masterful  
He imitates satire, a  
early books *The Hawk*  
and *Capitaine* (1960), w  
befitting naturally —  
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Hughes seemed to b  
gleefully at his sensitive  
no-one could deny the  
with which he create



# Old devils must care for poetry and truth

Sir Kingsley Amis's most ambitious novel revolves round a bad Russian poet and an old-fashioned don, says Daniel Johnson

His publisher will hate me for saying so, but at its deepest level *The Russian Girl* is about neither Russia nor girls. Poetry and truth, *Dichtung und Wahrheit*, Goethe called his autobiography. Kingsley Amis might have recycled that title for this, his most ambitious novel. Whether the book succeeds or not, whether this is Amis at his best (and that, for my money, is better than anybody else's best), depends on whether poetry and truth matter any more to us and to one another.

THE RUSSIAN GIRL  
By Kingsley Amis  
Hutchinson, £14.99

Amis, of course, thinks that they do. Though its satire is even more sulphuric than usual, *The Russian Girl* works on a plane normally reserved for a genre Amis probably despises: the "novel of ideas." He makes the plot of a conventional story about adultery (English academic, married, falls for sexy Russian poet who has enlisted his help on behalf of her imprisoned brother) turn on the evanescence of truth in an age in which there are people who do not know "what meaning what you say means. Everything's just saying what you say."

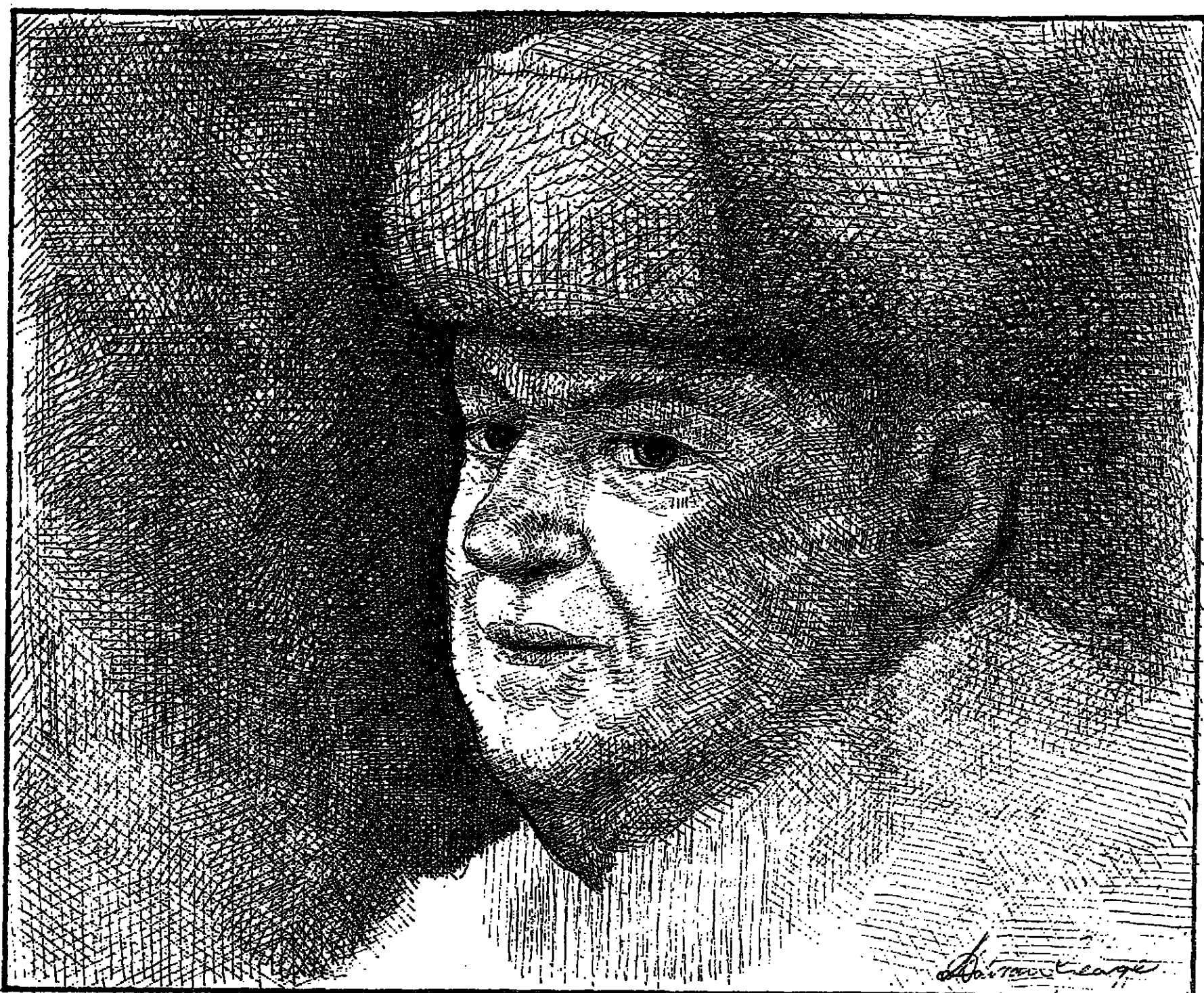
He cares, too, about a state of affairs in which the novel has submitted to an unfriendly takeover bid by politics — "No fiction, no art, just statements" — and in which England is a last refuge "where admittedly a lot of fellows would like the novelist to be writing autobiography or social history or gossip rather than fiction, but what's left will last a little while yet." Not many, perhaps, give a damn about that. Amis has some fun with the debasement of the cognitive coinage of which universities are

supposed to be the guardians. This retreat from the lofty bastions of scholarship has nothing to do with "funding" but everything to do with cowardice in the face of militant intellectual egalitarianism. For those who do give a damn, Amis has in store intelligent insights into the decay of intelligence: a dialogue so dazzling, indeed, that those who find themselves among his targets may even enjoy their own discomfiture. But there is emphatically no conclusion, no statement.

Whoever objects to Amis's animus — against self-pitying women, academic conformists, champagne socialists, phonies of all kinds — will find plenty of ammunition here. But Amis deals just as harshly with his representatives of poetry and truth, all of whom are flawed, especially the chief characters: the Russian girl, Anna Danilova, writes bad poetry and her tutor, Richard Vaisey, sacrifices his integrity by pretending that it is not.

Poetry and truth share a tendency to be incompatible with most kinds of modern life, and in the remaining few they seem incompatible with each other. Richard is a scholar — in Amis's estimation, a man who has either consecrated his life to the truth, or is a parasitical fraud. Vaisey's intellectual life rests on fidelity to Russian literature, his emotional life rests on fidelity to his wife Cordelia, and his material existence rests on his inherited wealth. He later discovers that his sanity actually depends on his friends: Cordelia's previous husband Godfrey and his brother Crispin in particular.

Once Anna has forced herself,



alive and insistent, into the inner sanctum hitherto occupied by a literature that is merely immortal, Richard's fragile equilibrium collapses. He cannot reconcile the mediocrity of her poetry with her radiant truthfulness except by abandoning the premise without which his critical faculties are neutralised. "Yes, but is she any good, is he any good?"

No longer to be "a stickler for meter" means that his life in pursuit of truth in poetry is over. Cordelia's physical assault on the trappings of that now invalid vocation propels Richard into the — for him no less edgious — adventure of life without scholarship, but with Anna.

Cordelia, the chief villain, is a vintage Amis character. Her brightness is capable of enveloping such innocent operations as pouring tea or making a telephone call. The emptiness of her life is a familiar theme. She scores over earlier Amis she-devils in her knowingness, her bullying condescension, her refusal to exact revenge until she is good and ready. Cordelia is a monster not on account of her irritating voice and habits but because she banishes even the possibility of poetry and truth from her presence.

The action is precisely dated in June 1990, and Amis is withering about the reactions evoked here by

the death throes of Soviet communism. One of his best comic figures is Sir Stephen, a fashionable architect whom Richard and Anna try to enlist for their petition. This novel owes much to Robert Conquest, whose poetry inspired Amis in the 1950s and whose prescient books on the Soviet genocides did so much to ensure that some people in the West never lost sight of the evils of the Soviet empire.

Mention of the early Amis brings me to the two reprints which coincide with *The Russian Girl*. A Kingsley Amis Omnibus (Hutchinson, £15.99) brings together three of his later novels — *Jake's Thing*, *Stanley and the Women* and *The*

*Old Devils* — while Penguin have reissued his first, *Lucky Jim* (£5.99), with an introduction by David Lodge. The new book stands comparison with the funniest of these, *Lucky Jim* and *The Old Devils*, and colonises new regions of experience untouched by either.

Amis is now peerless among serious British novelists, rivalled only (and quite distantly) by his son Martin in breadth and by nobody in depth. Recognized at last by Mrs Thatcher's knighthood, decent to the young and more convivial than some might think, Amis is yet still an angry and isolated figure. An arresting passage in *The Russian Woman* has Richard stuck in a

traffic jam outside "a large building of Victorian date" near Trafalgar Square — surely the Garrick. The porters escort an old man, "weeping copiously" down the steps to find him a taxi. Amis does not look forward to his dotage.

But there is no sign of any diminution in his powers — rather the reverse. Next week he is seventy. *The Russian Girl*, in which he hits the top of his form, suggests that old Kingsley will continue to surprise us all.

TOMORROW  
Valerie Grove talks to  
Sir Kingsley Amis

## Blasted with ecstasy

The idea for this book came to Ted Hughes when he compiled an anthology of the "most intense passages" from Shakespeare. As he looked at his selection, he found in it "spotlighting... tirades of seeming misogyny in the mature plays". He felt the prominence of such regrettable sentiments needed explaining. That explanation is *Shakespeare and the Goddess of Complete Being*, whose many pages unfold the "skeletal essentials" of the playwright's art and personality, while they offer, as a bonus, the meaning of the English Reformation and a key to all mythologies.

Briefly, there is a Great Goddess, a mega-woman who includes every mythic female: she makes overtures to a boy of cosmically multiple identity, known as Adonis for short; he rejects her because the male mind polarises the female into two aspects: the loved and the loathed. When spurned, the Goddess turns into the Queen of Hell and also the Boar who kills Adonis in classical myth.

That is the story of Shakespeare's *Venus and Adonis*, as told by Hughes. Adonis can match her costume-changes, and metamorphoses into Tarquin, the rapist in Shakespeare's other long narrative, *The Rape of Lucrece*. The youth who once was merely cow now goes ape, and destroys everything within reach. The universe will never be right again until somehow the estranged male and female get back together.

Hughes is nothing if not superstitious; he seems to believe anything, provided it is intellectually chaotic. Not that he is merely modish; he remains devoted to the antiquated theorising of Frazer's *The Golden Bough*, a quixotic

loyalty considering the criticism that work has undergone from anthropologists and philosophers. He also gives hypotheses in the empirical sciences fervent assent in a way which would surprise tentative propounders. He might be described as a cultural peasant in search of miracles, except that peasants usually have more common sense as well as a wish to be astonished.

Some scepticism about his experiment in accounting for Shakespeare would have helped. Hughes does not appear to have wondered whether excerpting from the works is a reliable way of finding anything out. It does not inspire confidence in his method that 27 of his selected "most intense passages of verse" are in prose, less the mis-titled *A Choice of Shakespeare's Verse* made by Hughes for Faber.

Nor has he thought that what a spotlight picks out depends on where it's pointed, and by whom.

Something is kinked in a Shakespearean who thinks that *As You Like It* is a play centrally about Orlando not Rosalind, and that *All's Well* follows only Bertram's soul (the play looks after Helena as well), and who spends his time on Antony rather than Cleopatra.

He has little to say about the plays as works of dramatic art. He admits this himself, when

acknowledging that his approach requires "a too-willful ignoring of the all-important bulk of fine distinctions which constitute the life of the characters and the unique, prismatic, iridescent quality of the texts."

"All-important" is cant. If the quality is all-important, why ignore it as he does? Hand on his heart, he declares: "I can only say... that I

yield to nobody in my cherishing of these fine distinctions." Well, he yielded to his baser self. Three

pages after those fancy words the all-important iridescent is degraded: "Everything depends on acquiring the simple polaroids that enable one to see through the surface glitter of the plot into the depth of the mythic plane."

When he sees through the surface glitter of Shakespeare, he divines a *Troilus* and *Cressida* in which remarks made by Pandarus are attributed to Cressida and Aeneas is Troilus's brother, a *King Lear* in which the words "the dark and vicious place", said by Edgar, come out of Lear's own mouth, a *Tempest* where Gonzalo is mistaken for Sebastian.

Howlers such as these do not abound in Hughes's book, indeed, they are not howlers there because everybody turns so mystically into everyone else that individual utterance and agency do not matter.

As a writer, Hughes is more like Polonius than any other

Shakespearean character. Polonius in the scene when Hamlet makes him agree that a cloud looks first like a camel, then a weasel, and finally a whale, such indiscriminate blather is nothing to what Hughes manages. "The situation is exactly the same... with the one all-important difference", he pronounces, adding later "The tree is also the Flower... which is both the doomed Boar-possessed Tarquin... and the reborn Adonis." Ay, very like a Goddess of Complete Being.

A Shakespeare scholar once tried to deduce the bard's biography from patterns of imagery in the plays. The words the method applied to Hughes would suggest that he has recently been re-wiring his house, for his writing seems with "the giant step-up transformer of this mythic narrative", "wired the legend back into its mythic generator", "this magnesian, pulsing glow of a constant metaphorical enthrallment", and "like a lump of uranium, or rather like a controlled nuclear explosion".

There are 28 pages worth reading in this book (beginning at p.129). In those pages, Hughes pays attention to what Shakespeare wrote.

The effect is wonderful. We move in a single step from the jumble of an occult bookshop in a backwater (Hughes's mind) onto Shakespeare's stage of living consequence, responsibility and historical pleasure; we are on *The Globe* and off what Hughes thinks this planet is, "a spinning ball of self-delusion". It is heartening to see how good Shakespeare can be for you, if you let him be.

The Poet Laureate's election poem, page 1



By Ted Hughes  
Faber, £18.99

Ted Hughes certainly seems to have wandered off the straight and narrow with his new book. But it is worth remembering why he became Poet Laureate. Many still think him the best living English poet. His new prose boar may be a great bore — but as a poet of nature he is masterful.

He mimics nature, and uses it. His early books, *The Hawk in the Rain* (1957) and *Lupercal* (1960), were full of animals behaving naturally — in human terms, cruelly.

Hughes seemed to fling these facts gleefully at his sensitive readers — but no-one could deny the ease and grace with which he recreated the ease and

grace of the creatures themselves. He even compared the brain of the thrush to Mozart's brain. He was having fun with these provocations; but his case for the instinctual life was embodied in the lovely, imitative movement of the poems.

Later, in his book *Crow* (1970), he took that black, lonely bird as a symbol of survival, after the suicide of his wife Sylvia Plath in 1963. But the crow is physically a real crow too. Just as Hughes made the joy of instinctive vitality palpable through his mimicry of birds' actions in those early poems, so, in *Crow*, he conveyed the possibility of steady courage through the image of a bird's sturdy hopping and flying.

In 1976 he published one of his most beautiful books, *Season Songs*. A March calf wobbles to its feet, "lighting himself up with the fuel of himself"; in midwinter come "the weak-neck snowdrops, bounding like fountains".

Hughes has not been a very good or prolific Poet Laureate. His best poem wearing that hat was, typically, about the rivers of the West Country, pinned on the christening of the Prince of Wales's second son, Prince Harry. But some of the faces of nature he has caught in his poems will survive as long as Wordsworth's daffodils.

DERWENT MAY

## 350 years ago, our society was even more divided.



Free on Saturday, a 12-page special edition Civil War Times to celebrate the 350th anniversary of the start of the Civil War.

THE  TIMES



Rosie Millard experiences life on the streets with police under near-impossible pressure



High tension: an arrest like this can mean a deadly confrontation with guns or knives for the officers of the Los Angeles Police Department

## LA law goes on trial

The night of March 3, 1991 had special significance for the Los Angeles police department (LAPD). On that night, an ordinary home video camera caught the brutal treatment of Rodney King, a black Angeleno, being taken into custody by four white officers from the LAPD. From there it was a short trip to a television news station, and eventually millions of people worldwide saw an unarmed man rolling on the pavement of Lake View Terrace, LA, being beaten senseless with aluminum batons.

The four policemen are on trial accused of "assault under color of authority"; broadcast live on television every day, their tight-lipped remarks to the prosecution are riveting the American public.

And back in the 18 divisions of the LAPD the force is squirming. "I wish that video camera had ended up in my ass," said Sergeant Harry Ryan, of the officer representation section, referring to George Holliday, who filmed the incident. "Until you are in that situation, and felt the fear within you, no one knows what being there out on the streets is really like."

There is no denying that policing a vast city such as Los Angeles, with its areas of impossible wealth, utter poverty and an ever enlarging, often itinerant population, is not easy. Guide books warn would-be trippers to the Hollywood Hills not to go off the beaten track: murders are common enough to make sure the tourists not only know about them but, where they usually take place. Last week, on the main Hollywood thoroughfare of Sunset Boulevard, a 19-year-old girl was raped, doused in petrol and set alight. All the officers in the Hollywood precinct carry her details and a photograph as far as their colleagues and the rest of the city are concerned, they have far too much to deal with.

As part of their training, officers are put in front of a 90-minute video, entitled *Surviving Edged Weapons*. Knives are shown concealed in driving licences, bracelets, lipsticks, and baseball hats (take your cap off, and switch it

in front of someone's face; they are permanently disfigured). Grizzly, authentic photographs of terrible wounds go alongside statistics informing rookie officers that they have a one in three chance of being attacked with a knife. Dramatised scenarios show how to arrest someone who has a knife (clue: keep your distance), and out to testimonies from policemen with reconstructed faces; the overriding message from them is one of terror.

"You just have to watch their hands," says Officer Ronald Cranz from the Hollywood division. "It's the hands that will kill you."

As the trial goes on day after day, the colleagues of the four accused, are having to cope with a more than usually antagonistic public, alert to the least abuse of their power.

At 11pm on a Friday night, standing alongside a drunken man who has been hit by a van on Sunset Boulevard, Sergeant Steve Brock of the Hollywood Division explains how much more difficult the police feel their life has become since March 3, 1991. "Since the King case, I get called out all the time by my officers; they are afraid to make self-initiated decisions," he says. The injured man is clearly going to resist all attempts to put him on a stretcher. "Don't touch me! Get your hands off me!" he yells. The officer trying to bandage his leg retires. "He's not seriously hurt," he whispers, "but I need to keep an eye on him. I'm worried about him attacking the paramedics. He's a bit unstable." "Unstable!" shouts the wounded man. "I've just been hit by a truck! Leave me alone!" He pushes the medical assistants away.

A car draws up along the flashing lights of Sunset, and people lean out, pointing cameras at the scene. "Every-

one's hoping to get a picture of us

attacking someone," the officer says wearily. Meanwhile, up on Hollywood Boulevard, Sergeant Frank Guarino is having a more interesting time. "501: White male with a gun! In a purple truck! blares his radio, and he sets off in pursuit. At a junction, a car of four black men refuses to move. "Hell!" says Sergeant Guarino, switching his lights and siren on, and swerving round the obstruction. "It's just the attitude against the police that they all have now."

On Hollywood, the sergeant locates the purple truck and leaps out of his car, gun in hand. "Drop your weapon!" he shouts. "On the floor!" A crowd of girls stands by, watching the action. The rest of Hollywood cruises past, as if a man attacking two others with a rifle is just a regular part of Friday night. The suspect is handcuffed and put in the back of a police car, where he sullenly looks out at the activity: four marked cars, two plain cars, and two police bikes have made it to the scene in a matter of minutes. A woman officer unloads the rifle and jams it with a broken off stub of pencil. "You got the rifle? You got the rounds?" Sergeant Guarino asks and returns to his car. As we turn up Detroit Avenue, he points at five figures running to hide in bushes. "Crack dealers," he says. "They sell cocaine all night."

Car 501: black male with gun by Burger King, and Sergeant Guarino dutifully heads off. This time, he is not so lucky. "They're long gone," he growls, as his radio calls him to another job. "Roger. I'd rather get the one with the gun. Control. Call me old-fashioned, but that's what I'd rather be doing."

We go past a drive-in to pick up soft drinks. Officers of the LAPD are

advised not to order anything from fast food outlets which is not already visibly on show: too many razor blades have found their way into freshly prepared food for their liking. Sergeant Guarino relaxes behind the wheel of his car with a large Diet Coke and gives his opinion of the King case. "What they did was lawful, within the parameter we have. But the use of force could have been handled better. They tried to swarm over him, but he was just a mass of muscle. Since the case, we have lost the edge in the city. We are down 30,000 arrests from last year. We have so many attorneys following us who will sue, that we can't make a move. Do you know how much Rodney King's attorney will make? He will make \$1 million."

He turns off and goes down a road notorious for brothels. An officer is supporting a disheveled-looking man. "Hey Rickster!" shouts Sergeant Guarino. "What's up?" The officer gives us the man's account of three prostitutes, a knife attack, and a missing \$14,000. The man is by now claiming he has psychic powers and has been hypnotised. The sergeant takes a pretty dim view of it all. "Just write it down, officer," he says, driving off with the ever present voice of his radio.

The fate of the four policemen in the King case will be decided in a matter of weeks. Meanwhile, the LAPD patrols the boulevards and avenues of Los Angeles among an increasingly, and understandably, distrustful and unresponsive public. They also know that a certain percentage of this public is dangerous: in LA knife attacks alone have escalated by 92 per cent during the last ten years. Perhaps a description by Officer Briseno, one of the men accused of assaulting Rodney King, is more telling than it seems. This is how he saw the face of Officer Powell, who on video tape was the man who delivered the most baton blows to Mr King. "He had a look I had never seen before. It was a look of pure exhaustion. His eyes looked like they could explode. Like there were coming out of

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## Truly scuppered

Ten years ago, 1,000 British schoolchildren had their Mediterranean cruise brought to a dramatic close

On Easter Saturday, April 10, 1982, the sun rose over the sand-coloured dome of the Alexandria port buildings as school cruise ship SS Uganda sailed majestically towards her berth. Egyptian tugs nudged anchored tankers from her path, and almost 1,000 children lined the decks, feasting their eyes on the sights and sounds of the vast African port.

An excited babble of anticipation reached a crescendo as the children trooped off Uganda and onto the fleet of 30 coaches. On this "floating school" day the pupils were going to see Cairo, visit King Tut's treasures and ride camels round the pyramids.

The day had unplanned excitement, too. Our coach blew a tyre on the Nile road and skidded to a halt in a cloud of dust: the will of Allah according to the driver, who then changed the tyre single-handed. On our return from the Sphinx a large explosion at the front of the bus gave us a second shock when part of the desert road flew up and took out half the front windscreen. The driver was patched up and two children treated for minor cuts. With only half a windscreen we still made it back to the port on time.

Since Uganda was not sailing until 7am the following day, it should have been plenty of time. But a blackboard at the foot of the gang plank indicated that the sailing time had been unexpectedly brought forward eight hours.

I nearly missed the boat as I was arrested with one of my party following a theft of his wallet by a shady trader at the ship side bazaar. We were only bailed out by the arrival of the deputy captain. "The captain is very anxious to sail," he said, in such a way that made me feel I had nearly precipitated another Suez crisis.

As we slipped our moorings, I watched the captain on the bridge wringing his hands, the only sign of tension from an otherwise cool commander. Once clear of the Alexandria Channel the shuddering from Uganda's steam turbines was evidence to all that our cruise was over. We were now making full speed at 16-and-a-half knots through the black waters of the eastern Mediterranean. But no one knew where we were going.

In the bars the speculation was rife. In the ballroom the band played but no one was in the mood for dancing. Uganda was on her way to a war. The official confirmation of this came at breakfast the next morning: Easter Sunday, 1982. The announcement was

made in Captain Biddick's rich and authoritative Cornish accent over the tannoy.

"This is the captain speaking. I have to tell you that Uganda has been requisitioned by the government. I have been instructed to proceed direct to Naples where the cruise will be terminated."

The gasps of disappointment that went round the dining-room were mirrored by the frowns of anxiety on the faces of the Asian waiters who hovered by the tables... tables later to be replaced by operating tables to treat 730 casualties from both sides in the south Atlantic war.

My party of children put a brave face on their disappointment. "At least we saw Cairo, sir," commented one. "The bunks in our dorms aren't long enough for wounded marines, sir..."

An unreal atmosphere fell over the ship. The crew had to decide whether to volunteer for service in the south Atlantic. The ship's school had to compress as much of its remaining timetable as possible into the two days it would take to reach Naples.

Behind the scenes a massive operation was set in motion by P&O to fly out aircraft to meet us at Naples. Emergency hotel accommodation was arranged at Gatwick. The longest telex ever sent from Uganda alerted parents to their children's

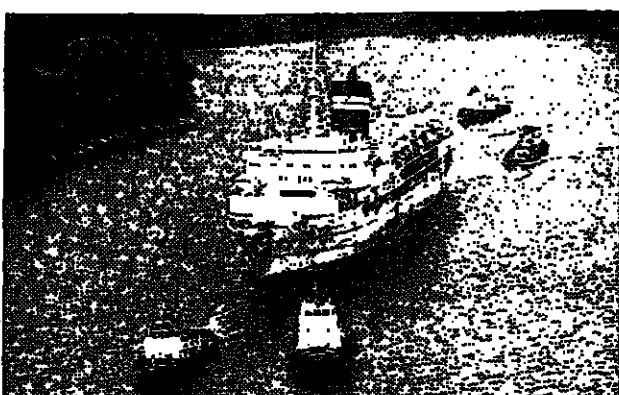
plete with new halibut welded onto her afterdeck and was repainted white with red crosses on funnel, sides and all lifeboats in accordance with the Geneva Convention.

Nicknamed Nush (Naval Ocean-going Surgical Hospital), Uganda was to see 113 days' service, some of them very harrowing, before her triumphant return to Southampton in August, 1982. Her first casualties came from HMS Sheffield.

I watched her take the limelight as she berthed between two other Falklands veterans: the QE2 and Canberra. A hospital ship no more, she brought back a large contingent of Gurkhas.

I hoped to be back on Uganda again next April with another school party, but she was re-acquisitioned in the autumn after only a brief spell back on school cruises. She was contracted to become a floating bridge from Ascension to Stanley to supply the garrison there until the Mount Pleasant airfield was opened. Troop ships surplus to service requirement became the first school ships after the second world war and started educational cruises. Now the last ship dedicated for educational purposes had become a troop ship once more.

That extended South Atlantic service took its toll of the old lady. She returned to Fal-



SS Uganda is towed away to be scrapped in Taiwan

mouth in 1985, was sold to a Taiwanese breaker's yard in 1986 and went under the torch there on July 15, 1986. But no breaker's torch can erase the memories that thousands of children gained of foreign lands from the cruises on Uganda, or Dunera, Devonian and Nevada before her. Many have cruised since, and on the tenth anniversary of Uganda's requisitioning there will still be a school cruise in the eastern Med on a conventional cruise liner.

NIGEL ARCHDALE



Cruise blues: some of the disappointed passengers

Are some marriage break-ups inevitable? A study by a divorced lawyer has given some remarkable insights

## 1,000 ways to divorce

Eight years ago Milton Firman, a Manchester divorce lawyer, returned home to find a note from his wife on the hall table: "Promises can't go on for ever," it said. "I won't be going to Switzerland with you this weekend." The date was September 28, he remembers. Stunned, he sat down. Was this a joke? Slowly it dawned on him his wife wasn't coming back. They had been married for just two years.

"You think it'll never happen to you," Mr Firman says, leaning forward. "For years I have sat at this desk facing people who were going through similar traumas. I had thought I understood what divorce meant - yet, looking back, how matter-of-fact I must have been, how perfunctory. For within that next hour I experienced every emotion God created: passion, anger, resentment, sorrow, guilt."

The experience prompted him to write a book about the suffering behind divorce. "It was the dichotomy, if you like, between the solicitor and the individual in me," Mr Firman sent out questionnaires to divorced people until he had received a thousand responses. Many more women replied

than men. "For a man to write it seemed he had to be even more passionate, even more aggrieved..."

His aim was to discover whether there was a seam running through divorce. Were there certain factors present at the time of marriage likely - or even certain - to lead to divorce? In other words, was divorce predictable?

"When a marriage breaks down the temptation always is to look at the last six months - but it's much more useful to go back well beyond the day a couple got married. Were they suited? Was there something intrinsically wrong at the start? Did they get married for the wrong reasons?" He is, he believes, the only divorce lawyer to have made such a comprehensive study. Of his sample, he reckons that 300 marriages were on a collision course from day one for a number of reasons: the woman was pregnant; the couple were living together and felt "obliged" to one another; one partner (usually the woman) was frightened of

missing out on marriage; there was family pressure; a desire for financial security. And in 60 per cent of divorces alcohol and violence - "one leads to the other" - were a significant factor.

"Drink is a theme that constantly recurs. Yet men who drink to excess don't suddenly start drinking to excess 15 years into marriage. These are the guys who from day one were out with the lads on a Tuesday, a Thursday, a Saturday or whatever... So often the wife will say, 'He turned into a monster', but in fact he was a monster from the beginning."

He was forced to accept, in his own marriage, that there had been warning signs. "I was always working. I had been like that throughout our short time together. It was not that I changed or she changed. We were simply never suited. And you can apply that to any of the themes running through divorce."

Adultery features in 60 per cent of his cases, although he admits it is not possible to be sure whether it is the result of

marriage breakdown or the cause of it. One client learnt of her husband's adultery after 35 years. "He had been leading a double life for 31 of those years. She knew something wasn't right but couldn't put her finger on it. When she finally discovered the truth, at the age of 60, she was devastated."

Men and women, he found, react in different ways to unfaithfulness. Men often become violent whereas women - and he thinks this particularly sad - seem to have an obsession about the other woman and want to confront her. He himself has an old-fashioned view of adultery. Marriage is a contract, he believes, and there are certain ground rules that must be adhered to. "And one of those rules is that we must remain faithful." And while he has no proof - he can only go on his sample - he believes that adultery is inherent in a personality. "Men, in particular, will go on doing it for as long as they can get away with it."

Another area that has contributed to the rise in divorce is the changing role of women. "The ramifications are huge. Men are confused, they don't know how to deal with it; women don't either. We are floundering." It is especially difficult, he thinks, for a man born into a family where the mother has always taken a subordinate role to the father.

Perhaps his most staggering discovery - "it certainly stunned me" - was the number of divorces among people who had been living together, sometimes for many years, and who split up within weeks of marriage. "One girl told me she was being asked all these questions: Oh, so you're engaged then. When are you getting married? Have you got a ring yet? On the morning of the wedding she said 'we both sat down on our bed and cried our hearts out. I knew full well I loved Oliver and I'm sure he felt the same but did we want all this?'"

"Out of my thousand, a third were living together before marriage," Mr Firman says, "and it seems to me that

none of them had learned anything from that experience. All of them regarded marriage as a pressure."

His book is now with a publisher. And nowadays Mr Firman finds himself taking on less matrimonial work. "My heart goes out to anyone in the middle of a divorce. By nature I tend to become involved with people and I simply haven't got all the time I want to give." The problem, he says, is that by and large solicitors are untrained in divorce. "I am constantly saying to clients, 'You've come to see me about a legal problem - and this is not a legal problem.'"

So is divorce predictable and, if it is, can anything be done about it? "Divorce proneness is certainly something people should be aware of. Every case is different, but there are common themes: the propensity to adultery and alcohol in particular, and seeking advice at the right time is essential."

Despite his gloomy conclusions, Mr Firman has now remarried. His wife, also divorced, has two children and they have a baby of their own.

PADDY BURT

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Warning: Milton Firman says 'seek advice in time'

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●●● 90 Gloucester Place, W1. Telephone: 071-935 5452 (24 hrs).

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●●● 90 Gloucester Place, W1. Telephone: 071-935 5452 (24 hrs).

**MONDAY**  
Education: University  
Appointments, Prep & Public School Appointments,  
Educational Courses, Scholarships and  
Fellowships with editorial.  
La Crème de la Crème:  
Secretarial appointments.

**TUESDAY**  
Legal Appointments:  
Solicitors,  
Commercial Lawyers,  
Legal Officers,  
Private and Public Practice with editorial.  
Public Appointments.

**WEDNESDAY**  
Creative & Media Appointments with editorial.  
La Crème de la Crème:  
Secretarial appointments.

**THURSDAY**  
General Appointments:  
Management, Engineering,  
Science & Technology, with editorial.  
Accountancy & Finance.  
La Crème de la Crème:  
Secretarial appointments.

**FRIDAY**  
International Appointments:  
Overseas Opportunities.

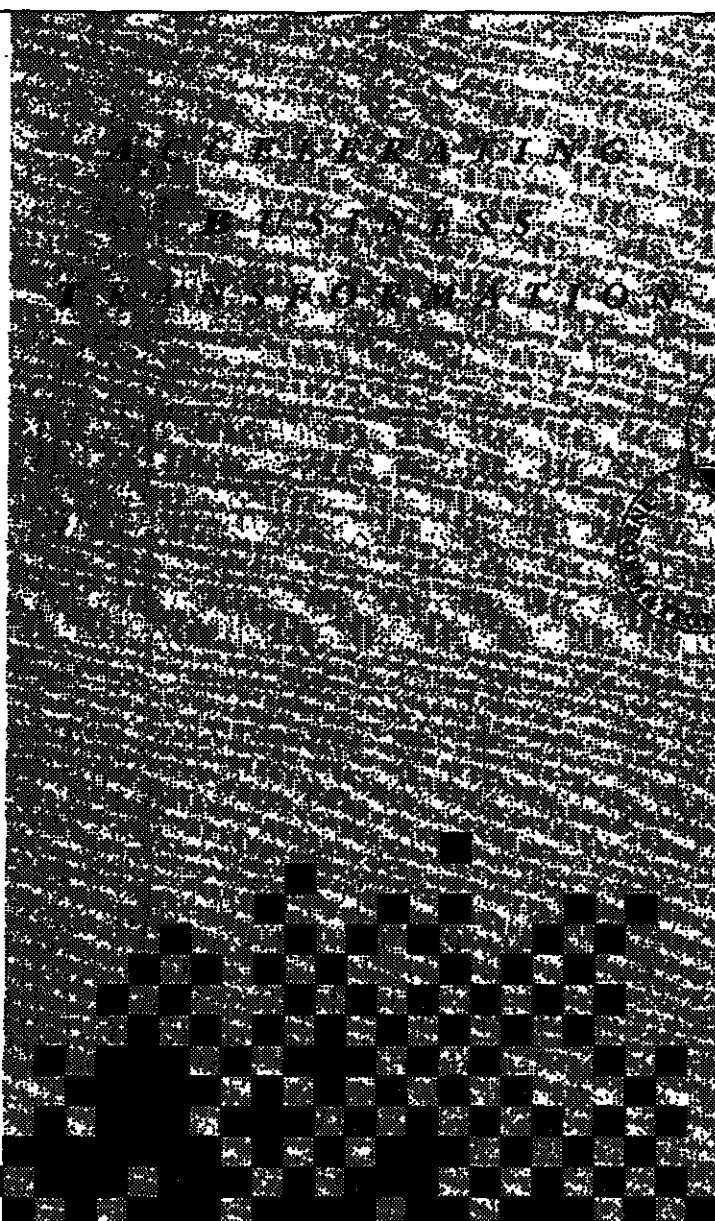


Like world-class runners, business leaders today recognise that striding towards excellence is the real reward - that the goal is not just the finish line but continuously stronger performances.

At Gemini Consulting, one of the world's pre-eminent international management consulting firms, the pursuit of quality underpins all our work. It nourishes our collaborative relationships with clients - leading corporations worldwide - and it drives our talented teams to produce the highest levels of achievement and value.

For our clients, Gemini's excellence yields rapid results that build and sustain growth for long-term advantage. And for our consultants and our company, excellence brings the profound satisfaction of knowing that we have delivered the best.

The consultant who aspires to leadership, who is committed to distinction through teamwork and continuous learning, will choose Gemini. And this emerging leader, like the world-class runner, will know the unparalleled benefits and pleasures of always striving to do still better.



### BUSINESS CONSULTANCY

Gemini Consulting is the world leader in accelerating business transformation by formulating and implementing major strategic change programmes. As our business grows, we need talented individuals to join our consulting teams at all levels.

Gemini was created when The MAC Group (a premier business strategy firm) and United Research (a worldwide leader in operational improvement) were combined. Together we offer our clients the expertise they need in these critical areas to generate the strong performance today's business environment demands.

We are looking for people who understand the power of strategic vision, who have proved they can manage large-scale projects or multiple functions for major organisations and who have demonstrated the ability to initiate, create and drive change at the strategic and operational levels. If your overriding commitment is to excellence and teamwork, and you are among the few who have the intellectual, personal and managerial capacity to resolve complex business issues, we want to meet you.

For the Operations Practice, we seek professionals from a wide range of functional backgrounds, including supply chain management, high-tech engineering and manufacturing. A first degree is a prerequisite, and a further business qualification and fluency in a European language would be a distinct advantage. These roles involve working full time at client sites, so you must be prepared to travel, returning home at weekends. Relocation is not required. Ref. ST02.

For the Strategy Practice, we seek MBA graduates from leading business schools who have no less than three years' experience in general management consulting or the equivalent. Although we have a broad-based practice, we are particularly keen to meet people with experience gained in an industrial environment. These positions are based in Central London and often involve extensive travel. Ref. STS2.

Please write with full CV, quoting the appropriate reference number to the Recruitment Coordinator, Gemini Consulting, 11-14, Grafton Street, London W1X 3LA.

**GEMINI**

### PROJECTS MANAGER - CREDIT SCORING

Brighton

Up to £30K  
Package

**TSB**

Consumer Risk Management, the Department responsible for Credit Risk Management and providing scorecard development services for TSB's Retail Banking & Insurance Division, requires a Credit Scoring professional to manage projects relating to the Bank's credit card operation.

Applicants should ideally possess the following attributes:

- A degree in a numerate discipline, preferably statistics or operational research
- Extensive experience of application and performance scorecard developments
- Practical experience of data analysis and scorecard monitoring
- The ability to communicate complex ideas simply to all levels of the business
- Good awareness of the issues involved in serving over 3 million credit card customers in an ever-changing economic, competitive and legislative environment
- Project and staff management experience
- Knowledge of the SAS statistical software package

If you are proactive and wish to further your career by joining an innovative organisation, implementing leading-edge decision-making tools, we can offer an attractive salary, dependent on your experience and skills, as well as the usual banking benefits. A relocation package will also be available, if required. Please write with a full curriculum vitae, and your assessment of how you meet our requirements, to: Sue Brough, Personnel Manager, TSB Bank plc, 1-5 Queens Road Quadrant, Brighton BN1 8XJ, or telephone for an application form on Brighton (0273) 745222.

### Timber/Building Material Products

GENERAL MANAGER, UP TO £35,000 (+ BONUS)

A medium sized European building materials company requires a General Manager for one of its principal UK outlets. Emphasis is placed on sales expertise as the requirement is for greater market penetration and wider margin business. In addition, you will be required to develop higher process handling efficiencies, whilst maintaining the virtues of strong administrative systems.

With major centralised support in purchasing, finance and personnel, the majority of your time will be dedicated to the growth of your business from an already sound base (f/o £10m). A background in

"heavy side" building materials (blocks, cement, timber, trusses etc) will be a distinct advantage.

This opportunity is seen as ideal for a young yet fully experienced and successful General Manager, offering major scope to manage your own business and progress towards an exciting career in senior management.

Candidates should write with career details to Michael Jackson at Mannin Douglas, Runnymede Malthouse, Runnymede Road, Egham, Surrey TW20 9BO. Or you may discuss specific points with him after office hours/weekends on 0836 225681.

**Mannin Douglas**

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### VAR Sales

BIRMINGHAM & MANCHESTER  
ON TARGET PACKAGES TO £50K WITH NO UPPER LIMIT

We are a well established, International company with a leading position in the Information Processing marketplace, which is verified by the outstanding reputation that we have for the quality of our products, services and our commitment to developing our people.

Our broad range of products can be found in many customer organisations, from the smallest service company to the very largest multinational, in all industry sectors. Our direct sales strategy focuses on the larger customers and through our existing Value-Added-Resellers we achieve the broadest possible market penetration.

A new and exciting market opportunity has now been made possible with the development of a unique

product which addresses the needs of customers by delivering high volume and high quality solutions very cost effectively.

The flexible design facilitates simple integration within the IBM Mid-Range, DEC, HP and UNIX systems environments.

The need now exists to recruit a new Sales Team that will turn our plans into reality. To qualify you must be a successful, high energy sales professional with a track record of achieving targets gained through relevant experience selling to VARs and System Integrators within the IBM-Mid Range marketplace.

To apply, fax or post your CV to Jane Collis at CTA as detailed below quoting reference JCO804.

**CTA**  
RECRUITMENT CONSULTANTS

Calby Tracy & Associates Ltd,  
Slaverton House, 3-5 Easthamstead Road, Wokingham,  
Berkshire, RG11 2EH. Tel: 0734 771100. Fax: 0734 771223

### Recruiting Excellence Midlands Industry

A package to attract the best

Birmingham

Since its establishment 4 years ago, N.B Selection has grown to become the market leader in retained executive recruitment. Business to date this year is 88% ahead of 1991. Further growth is constrained only by the availability of consultants of sufficient calibre to join our team.

#### THE POSITION

- Senior member of our Midlands office. Recruiting executives in the £30-£70,000 salary range to the highest professional standards.
- Spearhead the development of our manufacturing and engineering practice.
- Full responsibility for introducing, winning and transacting business, with excellent rewards for success.

#### QUALIFICATIONS

- Demonstrably successful career either recruiting for, or as a senior executive in the engineering or automotive sectors.
- Extensive knowledge of, and contacts in the Midlands industrial scene. Task oriented with drive and energy.
- Graduate with professional qualification. Able to combine high level selling skills with a team approach and complete professionalism.

Please write, enclosing full CV, Ref 1911001  
NBS, Bennetts Court, 6 Bennetts Hill,  
Birmingham, B2 5ST

**N.B. SELECTION**

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071-481 4481

## EXECUTIVE OPPORTUNITIES

FAX 071-782 7826

SALES  
DIRECTOR  
DESIGNATEc. £40,000  
package  
London

A new and exciting opportunity for a sales professional with a highly regarded company in an expanding market sector.

## THE COMPANY

- Rapida Group plc. A leader in pre-press services with ambitious plans for the future.
- Positioned for significant expansion, having now completed the first stage of a major organisational culture shift.
- Committed to excellence, reflecting a corporate emphasis which has responded with leading edge technology.

## THE ROLE

- A catalyst for significant growth, the challenge will be to develop a small sales team into a major business force.
- Promote the company's advanced capabilities, set performance and revenue targets and lead from the front.
- Utilising a strategic approach to new business development, identify and exploit market opportunities.

## THE PERSON

- Outstanding achiever with a background gained in a technological or service orientated environment.
- Proven experience of sales team management combined with a track record of dealing with major blue chip organisations.
- A dynamic approach, vision and absolute dedication complete the requirements.

Please contact our consultant Andrew Hinch, on 071 - 439 5782 (office hours) or 071 - 704 0372 (evenings and weekends). Fax 071 - 439 5744. Alternatively write to him at Austin Knight Recruitment, 20 Soho Square, London W1A 1DS, quoting reference A185.



**Austin Knight**

INVESTMENT LIKE THIS NEEDS  
VISION LIKE NO OTHER

## Manufacturing Executive

SALARY c.£50,000

## EXECUTIVE BENEFITS

In industry today, few companies can brag about the level of investment taking place at their manufacturing sites.

Yet here is a large PCB manufacturing facility - the 'flagship' within the group - concerned about how it should direct the £multi-million sums being invested in it over the next few years.

It's the kind of problem many would welcome.

But if you're thinking of taking it on, there's a catch. Because your responsibility will be to steer this business to achieve substantial growth over the next three years.

And that's where your 'visionary' tendencies come in.

Our client needs someone so tuned in to the printed circuit-board industry that they can identify and pre-empt market trends. Someone capable of converting substantial investment programmes into significant competitive advantage.



**TRINITY BELMANN  
SCOTT**

Stores Development Manager  
RUSSIA

London based Up to \$35,000 p.a.

Baskin Robbins is the highly successful American subsidiary of Allied-Lyons which is well known throughout many parts of the World for its quality ice cream.

The Company constantly seeks to develop new markets and has been selling in Russia since 1989. Several stores are now operating in the City and it is planned to expand the number significantly, not only in Moscow but elsewhere in Russia.

To help spearhead this expansion programme the Company is looking for a Stores Development Manager who will:

- Identify potential store locations presented by joint venture partners.
- Negotiate trading agreements with joint venture partners for approved store sites.

- Be responsible for all matters concerning the development of new stores to the stage of opening.

- Be responsible for the continuing maintenance of Baskin Robbins operating norms and standards within stores.

The position is based in London, although there will be extensive travelling to Moscow and other parts of Russia.

This is an ideal opportunity for someone with a pioneering spirit who recognises a unique opportunity to unlock the potential of this vast market. The successful candidate is likely to be educated to degree standard with at least 3 years management experience in the fast food sector, part or all of which will include responsibility for a number of outlets. Commercial negotiating experience is most important and familiarity with franchising operations whilst not essential, would be an advantage.

In the first instance, please send a full CV quoting ref: ST/1, to Mike Lindsay, Baskin Robbins Relations Manager, J. Lyons & Company Limited, 325 Oldfield Lane North, Greenford, Middlesex UB6 0AZ.

**Baskin Robbins**

PROJECT MANAGER  
- EUROPEInternational Systems Development  
London based

Moore Europe is part of an international organisation operating in 53 countries throughout the world. We manufacture and market business forms, systems and equipment, as well as providing services in direct marketing and business to business communication. A leading name in the industry, Moore employs 25,000 people worldwide.

The European Division of Moore has undergone substantial change recently; the previously separate business units in each country now consolidated into one to give us unique positioning in Europe. One consequence of this change is the need to develop key information systems which both support the new operating structure and enable us to meet our strategic goals in the European market.

To help us meet this challenge, we are looking for a professional Project Manager with experience of multi-site, international systems development. Our Project Managers are contributors to the achievement of our objectives in their fullest sense and as such, need the ability to identify and understand business issues; their causes and effects. We anticipate that the successful candidate will be a graduate, ideally in maths or computer science, fluent in English and French and probably in their mid-thirties. Travel within Europe will be required.

We offer an excellent salary, and a benefits package which includes a car, 25 days holiday, BUPA and non-contributory pension scheme. We are well placed for main line travel and have a car park for the use of staff.

Enter the next phase of your development with Moore. Interested applicants should apply in writing, enclosing a current CV and note of present salary, to: Jeannette Ferry, Human Resources Manager, Moore Paragon UK Ltd, Moore House, 75-79 Southwark Street, London SE1 0HY.

**MOORE  
MOORE EUROPE**

## Marketing Controller

SHAPING THE FUTURE IN FOOD RETAILING  
NORTHERN ENGLAND ■ CIRCA £55,000 + BENEFITS

This vigorous, innovative and successful food retailer is committed to a programme of growth and development within a highly competitive and fast moving sector. The Company now wishes to appoint a Marketing Controller with a broad retail or FMCG experience who will bring some fresh strategic thinking without feeling constrained by traditional retail marketing principles.

Reporting to the Divisional Chief Executive of this major business, your brief will be to develop and implement the total marketing plan. This will include the creation of appropriate branding strategies designed to enhance the Company's image, broaden the customer base and improve overall sales. You will manage the full marketing mix as well as directly controlling an advertising budget in excess of £6 million.

Your blue-chip marketing background should demonstrate substantial, senior level achievement - ideally including direct knowledge of marketing within or to the retail multiples. Flexibility, strategic vision, powerful communication skills and acute commercial awareness are all essential requirements for this high profile role in the divisional executive team.

Interested applicants should send a detailed CV or ring for an application form on 0125 55350 (12 hours) quoting reference 1900/ST.



**HUMAN RESOURCE CONSULTANTS**  
Emerson Court, Alderley Road,  
Wilmslow, Cheshire SK9 1AX  
Telephone 01255 532416

## Sales - Corporate Accounts

£65K OTE  
Thames Valley

Cognos has been at the forefront of technology since 1969, developing, marketing and supporting an integrated family of software tools which themselves develop and enhance corporate information systems. Thanks to continual growth and profitability, they currently boast revenues in excess of \$141 million and employ 1,100 staff in 30 countries.

The company is now in a unique position to exploit a dynamic new market arena - putting corporate information on the desktop. As a result they can offer a genuine green-field sales opportunity, within an ambitious new European division marketing and supporting an advanced range of desktop/query/desktop EIS products across a variety of hardware platforms and operating systems.

As a key member of a small and highly dynamic team at the European Headquarters in Bracknell, you really will be leading the way ahead, generating new business from the UK's largest and most prestigious companies. This is an influential senior role calling for the following:

- A proven track record in IT major account sales.
- A knowledge of PC software and midrange/mainframe RDBMS marketplaces.
- Excellent communication and motivational skills.
- Commitment, professionalism and a pro-active nature.
- Commercial acumen, entrepreneurial flair, with the ability and ambition to realise the full potential of this major new initiative.

For further information about this exciting and challenging position, which offers an excellent remuneration package together with large company benefits, please call our advising consultant Tim Cracknell at McCourt Consultants Ltd, 66-68 St Mary's Butes, Reading, Berkshire RG1 2LG. Tel: 0734 509441. Fax: 0734 567336. The office is open today (Sunday) between 10.00 and 14.00.

**COGNOS**

## NUMETRIX

is a fast growing, dynamic company, with a world-wide reputation for its innovative software products for CIM and specifically for production scheduling and distribution logistics.

NUMETRIX requires a

Senior Consultant  
in Manufacturing Logistics

With the mission to:

- Develop logistics solutions for UK manufacturers.
- Provide consulting and education services to our growing UK client base.
- Take a leading role in managing the UK office.

Our candidate:

- Is a University Graduate in Chemical or Industrial Engineering.
- Has hands-on experience in production planning, MRP and logistics.
- Has high communication skills and interest in developing sales skills.
- Demonstrates entrepreneurial flair and independence.

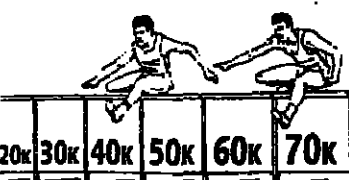
NUMETRIX offers:

- A challenge and professional development
- A strong international support team.
- A chance to grow with a dynamic organisation.
- A highly attractive compensation package.

Send your C.V. in full confidence to Mr. Josef Schengili, Managing Director, Numetrix Ltd, Suite 5, Palmerston Court, Palmerston Rd, Sutton, Surrey SM14NX

Wrong job  
- Redundant ?  
Neither means being  
out of the running

We are a team of career professionals who care about your future, whether you are employed or not. Finding the right job is all about confidence, aptitude and contacts. Our expertise is comprehensive and individually tailored to meet your needs, goals and the right position - usually within the unadvertised market.



Call Wilson McKenzie to arrange an initial meeting.  
Savile 0851 331721 • Office hours 071-920 0480

**McKenzie Waterman**  
McKenzie Waterman & Co.  
St. Alphage House, Fore Street, London EC2Y 5DA

ipctelemarketing  
TECHNICAL DIRECTORVoice Information and Entertainment Services  
£40K and Executive Package (Car, Bonus etc)

IPC TELEMARKETING, the Audiotex arm of IPC MAGAZINES, Europe's leading consumer magazine publishing company is seeking to appoint a Technical Director to:

- relocate its current operations/equipment facility,
- develop its UK operations, technical facilities and services,
- establish a new technical control centre in London for all UK and international operations.

IPC TELEMARKETING is already a major player in the UK premium priced automated telephone information and entertainment business. Its services are promoted in over 200 newspapers and magazines with a combined weekly circulation of more than 25 million copies.

In the UK alone around 100,000 call minutes are handled every day by the company's state of the art voice processing equipment. The company has one of the world's largest and most creative portfolios of print media Audiotex concepts which it is now successfully exporting to other countries.

The Technical director will have a thorough understanding of Voice Processing equipment and will play a major role not only in developing new applications and opportunities but also in helping to keep the company at the forefront of this changing market sector.

The successful applicant will have the vision and organisational skills to manage a vitally important part of the company's ambitious growth plans.

Candidates should send a comprehensive C.V. to:  
Blanca Fernandez, IPC Telemarketing, 59 Upper Ground,  
London SE1 9LS.

We are an equal opportunities employer  
**ipcmagazines**

European LAN Bridge/Router Specialist  
Modem/Comms Software Specialist

Microcom, a leading international manufacturer of data communications products, is seeking to recruit further technical specialists to support its rapid sales growth in Europe. Applicants should have previous experience in a similar position.

A highly competitive salary and benefits package is offered for suitable candidates. Please send CV to:



**Microcom UK Ltd**  
20 Dukes Court, Duke Street,  
Woking, Surrey GU21 5BH  
Tel: 0483 740783

**Touche  
Ross**



071-481 4481

## EXECUTIVE OPPORTUNITIES

FAX 071-782 7826

# Gaining The Competitive Edge

ScottishPower has set up its Energy Trading Division to manage and develop the Company's business in the competitive electricity markets.

The following key roles are vital for the Division's success and will make a major contribution to the development and implementation of the business strategy.

## Sales Manager - Business Sector

(Ref QR 568)

£40K-£45K

Your priority will be the development of the Business Sector comprising individual premises and typically in the range 100KW to 1MW.

You will manage a team of key account holders skilled in negotiation, direct selling, sales development and the effective utilisation of electricity. As well as a major customer base in Scotland, changes in legislation will enable you to target customers in England and Wales. You will liaise with the Marketing Services Manager to develop, implement and monitor sales and marketing plans. The achievement of profitability targets will be a key element in evaluating your own performance.

You will be qualified to degree level and have a proven track record of sales success gained within a major organisation, ideally energy related. To lead a highly skilled team, you will require first-class management and motivational skills.

## Marketing Services Manager

(Ref QR 569)

£35K-£40K

Your role will be the provision of a range of marketing services to support the Energy Trading Division's sales activities.

Your responsibilities will encompass market research, the production and implementation of marketing plans and the delivery of marketing support services for successful implementation of the plans, including advertising, promotions and exhibitions. In addition, internal communications within Energy Trading as well as the identification and delivery of training programmes for marketing personnel will be part of your brief.

Ultimately, your success will depend on your ability to identify and deliver the appropriate mix of marketing services to ensure the achievement of sales plans and targets, at the same time developing the products and services required by our customers.

Qualified to degree level or equivalent, you must have a broad-based marketing background gained within a major organisation. Experience within the energy business would be ideal.

## Business Strategy Manager

(Ref QR 570)

£35K-£40K

Your principal role will be to develop the Energy Trading Division's strategic approach to the energy market.

A detailed and dynamic understanding of the new markets will be required. You will be responsible for information gathering and analysis of customers, competitors, prices, costs, legislation and economic factors. You will develop the strategic options and present your recommendations.

Qualified to degree level, you will need experience of strategy development gained within a large-scale organisation, preferably in the energy industry. The ability to set up the necessary systems and the intellectual skills to assess and communicate the relevant information at a senior level are essential. You should have considerable experience and expertise in an environment involving the co-ordination of a wide variety of business and management activities.

## Energy Efficiency Development Manager

(Ref QR 571)

£30K-£35K

Your primary responsibility will be to identify opportunities for the application of energy efficiency products and services.

A key element of the role will be to co-ordinate the marketing activities of the Energy Trading Division with the Engineering Resources Division which will supply project management and service delivery of the products. The development of an energy efficiency strategy is vital to the success of our business.

Hands-on engineering skills, at least 10 years' experience and an appropriate technical qualification are essential. You must have the ability to assess existing energy systems and make recommendations for their improvement. Knowledge of current technology and legislation will be allied to a keen awareness of the environmental implications of any proposals you may make.

All the above posts offer an excellent remuneration package including company car and relocation assistance, where appropriate. These are challenging career opportunities with an organisation which is committed to being the industry leader.

Please send a full CV to Mr R Potter, Consultant, Austin Knight Recruitment, Royal Exchange House, 100 Queen Street, Glasgow G1 3DL quoting the appropriate reference number. Alternatively call 041-226 3849 or 041-226 4072 (until 9.00pm) tonight for an application form.

**Austin Knight**

**ScottishPower**

## Operations Development Manager

### Consumer Services

c.£40,000 + Bonus + Car

South

Highly varied and challenging role to help establish and develop a bureau facility serving new Retail and Consumer markets. Work closely with third party channels.

#### THE COMPANY

- Well known British group. High profile, profitable, service oriented business.
- Well resourced. Pioneering growth in new markets. Excellent career prospects.
- New company being established to provide cost-effective front and back office support to suppliers, retailers and consumers.

#### THE POSITION

- Help set up, launch, run and develop the new venture. Reports to the Business Manager.
- Project manage the building of the IT and administrative systems. Establish operational policies and procedures.

- Champion bureau services to all potential users. Maximise operational service levels. Liaise with third party channels.

#### QUALIFICATIONS

- Graduate, probably aged early thirties. Professional and pro-active with strong business, financial, analytical and systems development skills.
- Experience of providing customer services to the retail and consumer sectors.

- Outgoing, team player, committed. Service and marketing oriented. Good influencer. Politically adept.

Please write, enclosing full cv. Ref SL1112  
7 Shaftesbury Court, Chalvey Park,  
Slough, SL1 2ER

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## Sales Director

### Business Products and Services

£50,000 OTE

Midlands

A very significant and challenging opportunity to grow the market share of a highly successful subsidiary within a leading UK blue chip plc.

#### THE COMPANY

- £20m turnover with UK wide sales. Poised for growth with strong plc commitment.
- Well established sales team with 70 staff and regional offices. Strong marketing support. Increasing brand awareness with customers.
- Excellent commercial systems. EDI links to major customers. Strong reputation for quality and customer service.

#### THE POSITION

- Manage sales team. Lead negotiations with major customers and drive growth. Report to MD.
- Monitor service and quality. Exploit IT to improve performance and focus sales initiatives and marketing input.

- Key member of Executive Board. Contribute to product development and strategy. Liaise with other Group companies.

#### QUALIFICATIONS

- Mature sales director with senior sales and management experience from high quality products and services business, possibly IT computers.
- Graduate calibre. Senior level negotiating experience. Systems orientated. Aged 35-45.
- Energetic, well organised and committed to quality and growth. Strong leader. Must travel extensively within UK.

Please write, enclosing full cv. Ref BL1410  
NBS, Bennetts Court, 6 Bennetts Hill,  
Birmingham, B2 5ST

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## SYSTEMS DEVELOPMENT MANAGER

### IBM MAINFRAME ENVIRONMENT

Home Counties

to £40,000 + car + benefits

Investment in computer systems and the effective use of IT have contributed to our client achieving a substantial share of their service related marketplace. The company operates through a nationwide branch network.

Reporting to the Director of Information Technology, you will be responsible for maintaining a highly professional development environment and for the effective planning, resourcing and delivery of the full mix of future development projects. You will manage a department of over 25 staff working on central IBM mainframe systems as well as applications based on distributed and stand alone mini computer platforms.

Probably in your mid 30's to mid 40's, you will possess strong technical and project management expertise and will have excellent practical experience in applying sound methods and quality assurance techniques to the development and implementation of medium and large systems in a modern environment. Previous experience of the financial services industry would be an advantage but even more important are staff management ability, communication skills and commitment to the delivery of high quality, commercial solutions.

Please send a comprehensive résumé, including day time telephone number, quoting reference 3236, to Neil Cameron, Touche Ross Executive Selection, at the address below.

**Touche Ross**


MANAGEMENT CONSULTANTS

1st Floor, Hill House, 1 Little New Street  
London EC4A 3TR. Telephone: 071 936 3000.

N. SHROPSHIRE

c £35,000 PACKAGE + CAR

## Business Development Manager

For a group which is a market leader in the design and manufacture of light engineering products that are sold internationally for commercial, industrial and leisure applications. It has an enviable reputation for innovation and product excellence and is poised for significant growth from its present level of around £11 million turnover.

In this newly created position, you will report directly to the Group Managing Director and will play a major role in the development of the business. You will be responsible for formulating marketing strategies for new and complementary products and markets and for identifying other opportunities for organic and acquisitive growth. In addition, you will be expected to assume day-to-day control of ongoing marketing activities.

You are likely to be a graduate in your early thirties, with practical industrial or consumer marketing experience supplemented by an MBA. You will possess financial and commercial acumen, perhaps developed by relevant options at business school. Creativity, independence and a consultative style are essential.

Please send full personal and career details, including current remuneration level and daytime telephone number, in confidence to Peter Jones, Coopers & Lybrand Deloitte Executive Resourcing Ltd, Abacus Court, 6 Minshall Street, Manchester M1 3ED, quoting reference P231 on both envelope and letter.

**Coopers & Lybrand Deloitte**
**Executive Resourcing**



071-481 4481

## EXECUTIVE OPPORTUNITIES

FAX 071-782 7826

Business Manager  
Significant Growth Opportunity

## FMCCG

With a growing and profitable range of branded and own-label products, this company has significant further potential in its existing business as well as in new product and new market opportunities.

The company has an open and highly participative style which is reflected in a strong team approach. This is combined with a determination and commitment to succeed, through understanding consumer and customer needs better than its competitors - enabling the company to maximise business opportunities which fully respond to market requirements.

They are now seeking an exceptional individual to take responsibility for identifying, developing and implementing successful strategies which ensure attainment of long-term business objectives and also add value to customer service.

## Key tasks will include:

- Working in partnership with specific customers to identify current and future requirements.

## Yorkshire

## £ Excellent Package

- Sharing understanding of customer needs throughout the organisation.
- Developing plans to improve market position and service levels.

Aged 30-40 and of graduate calibre, candidates should be able to demonstrate a wealth of experience of major/national account and market development within the FMCG sector. The requirement is for proven strategic planning ability combined with strong commercial acumen and an ability to develop and implement creative customer plans. Personal attributes must include high levels of drive and determination related to a team oriented approach.

The remuneration package will reflect the importance of this crucial position and the impact it will have on the future success of the business.

Interested applicants should write, enclosing a detailed CV to Philip Gardner at the address below, quoting reference 91205N.

ST. JAMES ASSOCIATES

## MANAGEMENT SELECTION

PARK HOUSE, 6 KILLINGBECK DRIVE, YORK ROAD, LEEDS LS14 6UF FAX: 0532 484852. TELEPHONE: 0532 351007.

A GKR Group Company

COMMUNICATION SYSTEMS LIMITED  
THE ARCHITECT OF COMMUNICATION SOLUTIONS

## Systems Sales Specialists

Worklink is a business centre within GPT Communication Systems Limited (CSL), the UK marketing and services organisation of GPT and Siemens. We market a range of systems and application software including time and attendance recording, shopfloor data collection and access control. Our integrated solutions improve efficiency, productivity and profits for our customers which include many blue chip companies. Order values range from £25k to £1m plus. We are now embarking on a programme of significant growth which is creating outstanding opportunities for exceptional people:

## Sales Manager

OTE £50,000 + car  
Northamptonshire

Your task will be to build and develop the UK team of 8 sales specialists in this tough market, so it requires specific experience and talents. You should be a graduate aged 30-40 with broad based business skills and a proven record in sales and sales management within the data communications or computer industries.

These are excellent opportunities to build a career with one of the UK's most dynamic organisations. However, the positions are only open to those who meet the clear specifications listed above and who live in the areas stated.

To apply please write or fax your CV with a covering letter to our recruitment consultant, Simon Marchant, quoting reference S215 at Scott Marchant Recruitment, Essex House, Station Road, Uppminster, Essex, RM14 2SJ. Telephone 0708 640404 (24hrs). Fax 04022 24559 (24hrs).

GPT Communication Systems Limited is an equal opportunities employer.

A SIEMENS/GPT COMPANY

## Sales Executives

OTE c. £40,000 + car  
South East, Midlands, The North.

Systems sales are often complex and lengthy so you should have experience of selling data communications or computer solutions to large corporates. The ability to manage accounts and generate new business is essential. Ideally you will be a technically aware graduate aged 26-35 with a strong sales instinct and high work rate.

## SUBSIDIARY BRANCH MANAGER

Location: London

Package: Negotiable

SOPRA is an established French software house specialising in products and large scale software engineering projects. We have a workforce of 1500 people and are operational throughout Europe with offices in 3 countries: 14 in France, 3 in Switzerland and 3 in Spain.

LONDON is to be the base for a new subsidiary branch dedicated to the distribution, throughout the entire UK, of SOPRA's flagship software product which:

- has over 260 references in Europe (inc. the UK);
- is the undisputed leader in its field in France;
- is applicable to all market sectors;
- runs on all significant medium and large computer systems;
- is available, supported and fully documented in English.

## WE ARE SEEKING A MANAGER FOR THIS SUBSIDIARY BRANCH

The principal job functions will be:

- Sales and prospecting;
- Management of the UK profit centre;
- Reporting to management in Paris.

The ideal candidate will have:

- Education to degree level;
- Strong organisational skills;
- Ability to work autonomously;
- Sound experience in sales of medium and large systems software in the UK market place.

Even qu'une maîtrise courante de la langue française ne soit pas exigée, la capacité à comprendre et à se faire comprendre en français est souhaitable.

The chosen candidate can expect:

- A remuneration package commensurate with the challenge of the post;
- Training in responsibility proportional to the success achieved;
- Travel opportunities to and within France.

If you are interested by such a position please send C.V. together with a short handwritten cover note to:

Mme Isabelle CARON  
SOPRA  
2, rue Lauriston  
75116 Paris  
FRANCE

SOPRA

Information Systems Engineering

## FINANCIAL DIRECTOR

c.£35,000 + Car  
and Excellent Benefits

Derbyshire

Our client is a successful specialist manufacturer supplying products to a large number of different industries. Part of a major international group, they have ambitious growth plans for the future and seek to strengthen their management team by appointing a commercially minded Financial Director.

The ideal candidate must have hands-on experience of all aspects of accountancy, be used to specifying, up-dating and developing computer systems, possess qualities of leadership, and have the determination to achieve the change necessary to support future company strategies and plans.

Experience of budget preparation, works costings, stock control systems and other measurement systems in a manufacturing environment are essential.

If you are a qualified accountant with a flair for communicating your ideas, have the determination and desire to achieve and are not hesitant to accept responsibility for your initiatives, then this could be the opportunity you have been looking for.

Please write, enclosing a full C.V., to the company's consultants R.P.S. Associates, PO Box 57, Reading, Berkshire RG1 7ED.

## Joint Managing Director

Food Manufacturing

South Midlands,

To £55,000, Car

Belonging to an expanding and profitable group, this company is engaged in the manufacture of a range of short shelf life food products on a large site in the Southern half of the Midlands. Significant restructuring and substantial investment have resulted in an advanced, high technology production unit, reputed to be amongst the most up to date in the country, with over 300 employees. With overall responsibility for production, distribution, sales and all other commercial operations, the challenge of this appointment is to further develop the potential of the business to become an industry leader. The role is a balance of day to day operational management, and charting strategic development into the 21st Century. Of degree or HND calibre, with qualifications in a business or financial discipline, candidates will have a successful record of food manufacturing industry management, preferably with some production exposure, evolving to general management. Sales/marketing experience is a necessity, with a sound grasp of strategic issues, and it is essential that candidates are well versed in the management of change. Well developed man management abilities with a sharp commercial instinct will be supported by a strong, assertive, and achievement oriented style. Relocation assistance is available.

Male or female candidates should submit in confidence a comprehensive C.V. to: A.J.L. Satterly, Hoggett Bowers plc, George V Place, 4 Thames Avenue, WINDSOR, SL4 1QP. 0753-850851, Fax: 0753-853339, quoting Ref: W12145/ST.

## Hoggett Bowers

BIRMINGHAM, BRISTOL, CAMBRIDGE, CARDIFF, EDINBURGH, LEEDS, LONDON, MANCHESTER, NEWCASTLE, WINDSOR and representation throughout EUROPE

## Contracts And Service Director

High Tec Products  
And Systems

Yorkshire,

Remuneration Package:  
£45,000, Car, Benefits

You will have responsibility for the direction and development of a department, employing 150 personnel, with an enviable record for fast response, quality customer service. Aged mid thirties plus, you will be a highly numerate individual, with the general management skills required to run a multi sited, dynamic, profit centred business. Strong on presentation skills and with an impeccable background in contracts and services management, you must have a pragmatic, hands on management style plus the strategic vision to develop new business opportunities in the market. An inspirational leader and first class man manager, you will have a high level of drive and commitment appropriate to this leading edge plc.

Male or female candidates should submit in confidence a comprehensive C.V. to: J.A. Thomas, Hoggett Bowers plc, 11 Lisbon Square, LEEDS, LS1 4LY. 0532-448661, Fax: 0532-444401, quoting Ref: A40015/ST.

## Hoggett Bowers

BIRMINGHAM, BRISTOL, CAMBRIDGE, CARDIFF, EDINBURGH, LEEDS, LONDON, MANCHESTER, NEWCASTLE, WINDSOR and representation throughout EUROPE

Northampton

Planning Manager  
Mortgages and Insurance -  
Management Services

To £27k plus benefits incl.  
concessionary mortgage

Nationwide with over 1 million mortgage accounts, is established as the UK's second largest Building Society. We have a reputation for innovation across our broad product range. Our Management Services Department plays a key role in the development and support of business strategies for the Mortgages and Insurance Division.

As one of a team of our Planning Managers you will work to develop and implement the overall planning model for the Mortgages and Insurance Division, as well as its interfaces with Corporate Planning processes. You will be working across a broad spectrum of business issues, both at strategic and tactical levels.

This far reaching role will give you an insight into all areas of the Society's business, challenging your ability to communicate with and influence both your own colleagues and senior management. Already committed to a future in

Financial Services, your degree and proven management experience will be the foundations of a successful career to date. You are now seeking new opportunities in a fresh, rewarding environment where your work will make a visible impact. A move to Nationwide will provide the challenge and impetus your career deserves.

As well as the competitive salary, benefits include a comprehensive relocation package, plus concessionary mortgage, free private health cover and a pension and life assurance scheme.

The Society upholds a clean air health policy for the comfort and safety of staff. Accordingly, smoking is prohibited on the premises.

For an environment where creativity and business success go together write by 17th April 1992 with full C.V. including salary details, to: Bill Blumson, Human Resources Consultant, Nationwide Building Society, King's Park Road, Moulton Park, Northampton NN3 1NL.

Working for equality of opportunity nationwide

Nationwide

The Nation's Building Society

## SALES DIRECTOR

SALARY  
c £40k

+ BENEFITS

+ SHARE

OPTIONS

apollo

FIRE DETECTORS LIMITED

Apollo Fire Detectors Ltd, one of the world's leading manufacturers of industrial smoke and heat detectors require a sales professional of the highest calibre to take over from the current Sales Director who has been promoted to Managing Director.

Exceptional sales growth in over 50 countries, with market leadership in 11 countries including the UK, has resulted in 2 Queens Awards for Export and a commitment to further growth worldwide.

This demanding position requires a graduate with at least 10 years relevant experience in International Industrial Sales, who can create and lead a strategy to increase market share both at home and abroad. He would manage a professional trading sales organisation of 20 people with responsibility for optimising and motivating the distributor network.

Excellent interpersonal skills are essential as is a high level of self motivation, energy and drive. Working knowledge of a second European language would be an advantage.

If you genuinely believe you are right for this Board position please write with career information to:

90 Sheela, Chairman, Apollo Fire Detectors Ltd,  
6 Solent Road, Havant, Hampshire, PO9 1JH.

HALMA GROUP COMPANY

## HELP US COACH EUROPE'S TOP MANAGERS

We are looking for young entrepreneurs to join Krauthammer International, one of Europe's largest training, coaching and consulting institutes. Krauthammer operates in 11 European countries and during 1991 conducted more than 7,500 training days for senior management and sales personnel from amongst its 3,500 pan-European clients.

Krauthammer International has 120 highly qualified full time training consultants and it is in this area that the organisation now seeks to expand its operations in the United Kingdom through the appointment of a number of additional consultants.

Your profile  
Candidates educated to degree level, will have life management experience in either industry or marketing, be fluent in at least one other European language, will enjoy the disciplines of being a self-starter.

Successful applicants will probably be between 28 and 35 years of age.

What we offer  
The remuneration package will be supported by a handsome bonus scheme which offers the prospect of substantial rewards. Successful applicants will also receive intensive in-house training at the company's college in Switzerland.

Candidates should submit hand written applications, including a curriculum vitae and a recent photograph, by 25th April 1992. Initial interviews will be held in London at the beginning of May.

Mr Chris Braakman,  
Director Commercial Management  
Plaza 535, King's Road,  
London SW10 0SZ

Krauthammer INTERNATIONAL

Geneva - Zurich - Paris - Lyon - Aix-en-Provence - Lille - Strasbourg - Brussels  
Amsterdam - London - Cologne - Munich - Madrid - Milan - New York - Casablanca

Northern  
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Our client is of voice and products and well positioned through technology of its quality of its organisation.

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- launching

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071-481 4481

## EXECUTIVE OPPORTUNITIES

FAX 071-782 7826

Northern Home Counties

To £35,000 Package

### Market Communications Manager

Our client is one of the world's leading providers of voice and voice/data communications products and services. The company is extremely well positioned in the UK market, a position won through technical leadership and the distinctive quality of its sales, marketing and support organisations.

There now exists an opportunity to join the company at a particularly strategic phase of development, giving scope and recognition to outstanding individuals.

Managing a team of MARCOM professionals you will cover the breadth of activities including:

- developing a customer-focused image
- launching new products and enhancements

- developing effective PR and Press relationships
- organising seminars, conferences and exhibitions
- improving employee communication in all its forms
- managing a £1m + budget

To succeed in this environment you need to be a creative MARCOM executive with well developed interpersonal and management skills, gained within the IT/High Technology sector. Your abilities to interpret company strategy and mount effective communication programmes are of paramount importance.

Please send or fax your CV to Goodman Graham & Associates, advising consultants, at the address below, quoting reference 3312.

**GOODMAN GRAHAM**  
AND ASSOCIATES

8 Beaumont Gate, Shenley Hill, Radlett, Herts WD7 7AR.  
Telephone: 0923 855515. Fax: 0923 854791

West London

c.£65,000 Package

### Business Development Director - Utilities

Our client, one of the world's leading manufacturers of IT systems, has built a substantial business in the supply of IT solutions to Utilities and Rail across Western and Eastern Europe.

They now require an outstanding individual to put in place a European-wide strategy to exploit the opportunities created by change within these organisations. The objective is to gain market leadership over the next few years.

You will work in close liaison with local country management, to champion selected initiatives and provide direction and support on major account negotiations. You will identify opportunities in specific niches as well as applications that address similar needs across multiple organisations. Your influencing skills

and personal credibility will be critical in establishing a high profile.

Your background should include general or business management experience gained within at least one major Utility, with real success in the use of IT to improve business performance. You should have exposure to the business development functions, and a good overview of the commercial and IT issues currently facing Utilities.

This is an outstanding opportunity to build upon your career within the Utilities, and to drive a major IT supplier further into this exciting, Pan-European marketplace.

Please send or fax your CV to Goodman Graham & Associates, advising consultants, at the address below, quoting reference 1503.

**GOODMAN GRAHAM**  
AND ASSOCIATES

8 Beaumont Gate, Shenley Hill, Radlett, Herts WD7 7AR.  
Telephone: 0923 855515. Fax: 0923 854791

### Trading Systems Analyst

Bahrain

c £50,000 Tax Free Package

Our client is a well capitalised and highly profitable international investment bank, specialising in the Corporate Investment, Proprietary Trading and Funds Management areas. With operations in Bahrain, London and New York, they handle investments for institutional and individual clients. The bank is now expanding the scope of its trading activities, and as a consequence, a new role has been created for a Trading Systems Analyst, who will have full responsibility for the support and development of trading systems, crucial to the success of the business.

As a key player within the small trading group, you will have broad based and varied duties. These will encompass networking and Trading Systems support, as well as the applications development of new products and instruments in C++. The role will also involve close liaison with the New York and UK trading teams, and candidates must be capable of providing rapid solutions to operational and business problems.

This is a critical role within the organisation, and the candidate specification is as demanding as the role itself. Applicants of interest will possess a good first degree, with a high mathematical content. Strong 'C' programming skills

are also needed, and experience of Novell network whilst not mandatory, will be advantageous. Finally candidates should have the personal flexibility to undertake significant levels of international travel, and to be able to assume this role at the Bahrain office.

If you feel you would be able to contribute to this dynamic team environment and have:

- A First or 2:1 degree in a mathematical discipline, and a strong academic profile
- Two to three years software development experience in a PC based environment
- Strong 'C' programming skills
- Some Novell Networking or systems maintenance experience
- Excellent mathematical, analytical and interpersonal skills

then send a full curriculum vitae including current salary details, to Karen Gay at Michael Page Technology, Page House, 39-41 Parker Street, London WC2B 5LH. A very attractive expatriate remuneration package is available and the successful candidate will have excellent career prospects. Fax: 071 831 6293.

**MICHAEL PAGE TECHNOLOGY**  
SPECIALIST RECRUITMENT CONSULTANTS

### Managing Director

Automotive Components

c.£50,000 + Executive Benefits

West Midlands

A new challenging role for a technically outstanding General Manager. Lead and develop a fast growing UK business manufacturing the highest quality parts to the European automotive market.

#### THE COMPANY

- Recently established UK operation. Part of major European group.
- Manufactures and assembles automotive parts. Supplies most major car manufacturers across Europe.
- Objective to grow to \$10m turnover within two years.

#### THE POSITION

- Achieve all business targets and growth objectives. Report to German parent.
- Build and develop UK team. Achieve highest standards in engineering, production and customer relations. Focus on strong financial and technical controls.

- Ensure future business growth through new and replacement business.

#### QUALIFICATIONS

- High calibre, profit responsible General Manager from automotive component industry. Metal fabrication and assembly experience preferred. Graduate calibre, aged 35-45.
- Personality is key; must be dynamic, open-minded, flexible and clear thinking.
- European focused. Previous experience of working with a German company useful. German speaker ideal.

Please write, enclosing full cv, Ref BL1081  
NBS, Bennetts Hill, 6 Bennetts Court,  
Birmingham, B2 5ST

S E N

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BIRMINGHAM • 021 233 4656  
LONDON • 071 493 6392 • MANCHESTER • 0625 539963

whiteheadselection

### Operations Director - Russia

Food Manufacturing

Initially West London, then Moscow based

c. £65,000 salary package once resident abroad.

This is a unique opportunity for a successful food operations professional to be the driving force behind the setting up and running of one of the largest food manufacturing plants of its type, for a major household named multinational.

Following 12-18 months based in West London, during which time you will be involved in the planning and commissioning of the plant, you will spend three years in Moscow with responsibility for the complete day-to-day running of the operation and the leadership and motivation of a workforce of c.150 people.

Probably aged 40-50 to have the required stature, and educated to degree standard, you will have a proven track record of operations and production management gained within the food/drink industries. You should also be prepared to learn Russian if not already spoken. As well as having a wealth of initiative, drive and self-reliance, your resourcefulness, patience and diplomatic skills will be self-evident.

Benefits include a base salary of c.£45,000, car and pension, together with a 35% net overseas allowance, fully funded flat, healthcare, etc once resident abroad. Relocation assistance to West London is also provided where necessary. Future career prospects within the organisation are excellent. (Ref. 544).

Please write with CV to Richard Kaluzynski, Whitehead Selection Ltd,  
43 Welbeck Street, London W1M 7HF.  
A Whitehead Mann Group PLC Company.

whiteheadselection

### Value Added Network Services

Value Added Network Services is growing faster than virtually any other segment of the international communications industry. And INFONET is the leading international standards-based company in the field.

The INFONET corporation operates in 46 countries worldwide - providing Public and Private Data Networks, X.400, E-Mail, EDI, LAN and other services.

Now, we're adding two key individuals to our UK operation - based in London - as part of our strategic expansion.

#### Major Accounts Manager

To £33K base, £55K OTE

You will be fully responsible for managing both the business and the relationship with a small number of 'Times 100' type accounts. You'll be working at all levels within these accounts, so a thorough understanding of the network/messaging services business is essential, backed by a record of achievement in a similar role.

#### New Business Sales Executive

To £30K base, £45K OTE

Responsible for the complete portfolio of INFONET services, you'll be targeting a broad range of clients from all industry sectors - with the support of our excellent technical resource.

So the key requirement from you is strong sales experience gained in the communications market, either products or services.

Both positions offer achievable on-target earnings, a quality car and other benefits. But perhaps most promising of all are the prospects for you to rise to the pinnacle of your career in this fast-growing, professional organisation.

Please write, enclosing your CV, to Paul Hartigan at the TSI Group, Columbia Centre, Market Street, Bracknell, Berkshire RG12 1PA.  
Telephone: 0344 860919.  
Facsimile: 0344 860581.

**infonet**

### DIRECTORS SEEKING A NEW ROLE?

Maximise your potential in tomorrow's employment market



Demand more than well meaning Career Counselling or Outplacement advice. Insist on real direction to your job search based on current market intelligence and interview feedback with the most advanced Inplacement and Outplacement facilities.

Our subsidiary InterMEX accesses over 6000 unadvertised vacancies annually - mostly between £40,000 and £200,000 p.a. - and makes recommendations from its approved candidate bank without charge.

Telephone Keith Mitchell on  
071-930 5041 for an exploratory  
meeting without obligation

Landseer House, 19 Charing Cross Road  
London WC2H 0ES  
Tel: 071-930 5041 Fax: 071-930 5048

INTEREXEC PLC - means much more

### UK SALES MANAGER

UXBRIDGE

EuroDollar Rent A Car is the UK market leader in supplying vehicle rental to the Corporate Sector, and after 2 years of expansion, we operate in some 24 European countries. A member of the Swan National Group and a subsidiary of TSB, EuroDollar is current holder of the prestigious Fleet News Best Daily Rental Company Award.

As a result of internal reorganisation and the expansion of the Sales Team, we require an experienced Sales Manager to lead our Corporate Sales Team of approximately 25 Field Sales and Telesales staff.

Based at our Head Office at Uxbridge and reporting to the UK Sales Director, you will ensure that EuroDollar maintains its dominance in the

Corporate Sector by developing business from existing clients and securing new business, in an environment dedicated to quality management.

To be considered, you will need a proven record of success in managing a national sales team. We are seeking an experienced and highly skilled staff-manager who has the leadership and vision necessary to contribute at the highest level. Rental experience is not required; more important is the ability to lead and develop an already successful team and command respect throughout the industry.

Career prospects are excellent, and the seniority of the role will be reflected by a rewards package which includes all the benefits associated with a market leading major company.

If you can demonstrate past success and future potential, please send your CV to:  
Sally Gregory, Personnel Manager,  
EuroDollar Rent A Car, James House,  
55 Welbore Road, Leicester LE2 7AR.  
We're Customer Driven.

FLEET NEWS  
1991  
Awards

Best Daily Rental Company

**EURODOLLAR**  
RENT A CAR



071-481 4481

## EXECUTIVE OPPORTUNITIES

FAX 071-782 7826

## Top-Level Management and Key Opportunities with UK's Fastest Growing International Satellite Services Company

MAXAT

Maxat, the London-based subsidiary of France Câbles & Radio, part of France Télécom, the French national telecommunications operator, is setting the pace in satellite communications. Maxat has London's newest transmitter earthstation and direct access to abundant France Télécom satellite time. No other company has Maxat's outstanding combination of technical and financial resources, together with a policy of providing a total communications service for television and radio broadcasters, business television users and for those needing data distribution. Maxat's success is evident from its exceptional growth and customer loyalty. As a result, it is seeking dedicated professionals to augment its talented management team. Satellite communications is the growth industry and we have the best opportunities. Do you have the skills, drive and determination?

### BUSINESS MANAGER - DATA BROADCASTING

package circa £45,000 + car + benefits

Reporting to the Chief Executive, this is one of Maxat's key positions. Responsibilities will include:

- Management and development of Maxat's place in the European data broadcasting and VSAT markets
- Bottom line responsibility
- Direct sales throughout Europe, with self-appointed team
- Contribution to overall management of the company

Candidates must have a successful sales management record and demonstrable ability in new market and business development. A thorough knowledge of telecommunications is essential, ideally with experience in data broadcasting. Spoken French or German preferred.

### SATELLITE & BROADCAST ENGINEERS

competitive package

Maxat is currently seeking to recruit a number of Engineers and Senior Engineers to form a dynamic team to oversee the complete range of Maxat operations. They will report directly to the Engineering Manager. Candidates must have hands-on experience in the broadcast or satellite industry and be familiar with the operation of a 24-hour MCR. Spoken French helpful.

### FINANCIAL CONTROLLER

package circa £30,000 + car + benefits

As part of the senior management team, reporting to the Chief Executive, the Financial Controller will be responsible for all accounting, administration and financial management. This will also include financial control, budgeting, financial analysis, modelling and acquisition evaluation. Applicants should be qualified accountants, aged between 27 and 35, with at least three years' post-qualification experience. Some familiarity with the telecommunications industry would be ideal, although not essential. Spoken French and/or German is desirable.

### ACCOUNT MANAGERS

competitive package

Maxat's three business development teams are rapidly expanding as we secure more customers and push further with our competitive marketing approach. We now have excellent career opportunities for self-motivated career professionals who enjoy teamwork. Honesty, common sense and a genuine desire to assist customers are prerequisites. Knowledge or experience in broadcasting, television facilities, corporate video, public relations or data communications most appropriate.

Please send CV and salary history to Robert Morgan, The Bloomsbury Group, Alton House, 174-177 High Holborn, London WC1V 7AA. Fax: (071) 240-7460

influencing I.T. strategic development

## Strategic Planning Manager

up to £38k + car + finance sector benefits Swindon

As an organisation whose commitment to leading-edge technology is virtually unrivalled in the dynamic financial services sector, the development of effective IT strategy is a crucial element in our continuing success and growth. Understanding an exciting period of change and evolution, the Strategic Planning function will play a major role in delivering innovative IT solutions that will ensure we maintain our competitive edge.

Reporting directly to the Head of Technology Management Services, this vital new role has been created to develop Technology and Estates strategies in line with corporate plans and external forces. Driving change that will impact upon the direction of the Technology group, you will manage the IT strategy process and deliverables, including piloting state-of-the-art products to ensure optimum efficiency.

With your pedigree of senior level negotiation, you will influence and sell your recommendations, gaining ownership of policies and commitment throughout the organisation.

Very much an internal consultancy role, you must demonstrate extensive achievement in a senior strategic planning capacity, backed up by a thorough understanding of IT and its methodologies. Finance sector knowledge and an MBA are desirable, but of more importance will be your exceptional influencing abilities, personal credibility and a record of translating strategic decisions into tactical reality.

Our remuneration and benefits package is designed to attract the highest calibre candidates, and will include full relocation and house purchase scheme, where appropriate. In the interests of good health, we operate a clean air policy.

To apply, please forward full CV indicating current remuneration, and quoting Reference 5512ST, to: Zillah Jamison, PA Consulting Group, Fountain Court, 68 Fountain Street, Manchester M2 2FE.



The Nation's Building Society

## SALES DIRECTOR (DESIGNATE)

Herts based c£65,000

An excellent opportunity has arisen to join the team of PCL Maritime Services, managing a multi-expanding sales and marketing team providing Facilities Management, Dry Dock Services and allied services to the UK IRV marketplace.

The PCL Group (one of the UK's top 20 Computer Services Companies) and employees around 350 staff. You must have at least 5 years proven track record in sales and marketing in a multi-million pound business. Managerial experience would be an advantage.

In return, we offer an excellent package and prospects for career advancement in an expanding and dynamic company.

Please forward your full CV to: Diane Hilton Personnel Manager, PCL Maritime Services Group Limited, Watlington House, 17 High Street, Watlington, Oxford OX1 2JF. Tel: 01865 731111.

## SALES EXECUTIVE c£40K + Benefits

Signal Computing is a growing computer system and software development company specialising in bespoke solutions for a wide range of scientific and technical applications. The company employs some 40 engineers with hardware and software development skills. All projects are subject to a rigorous quality engineering policy and the company is currently being assessed for BS 5750 approval.

Traditionally Signal has specialised in application areas such as data acquisition and recording, signal processing, simulation, mathematical modelling, expert systems, and communications. More recently diversification into information-handling applications has been achieved. The company is strongly committed to further diversification of its application areas and customer base.

In order to further these plans we intend to appoint an experienced sales executive, who will take particular responsibility for expanding our business in non-government and non-defence markets. In order to effectively represent Signal, it is anticipated that candidates will have a broad technical background, and an ability to understand requirements for and discuss solutions to, applications in the areas outlined above.

The rewards associated with this position will be commensurate with achievement. Good career prospects exist for the right candidate, who can expect growing responsibilities in line with their abilities.

Please telephone for an application form, or send your CV to:

Helen Slee  
Signal Computing Ltd  
20 Nugent Road  
The Surrey Research Park  
Guildford GU2 5AF  
Tel: 0483 579900  
Fax: 0483 62836

## RETAIL OPERATIONS DIRECTOR £70,000 + EXCELLENT BENEFITS

Due to major restructuring of a large group of stores, presently with a turnover of £600 million, this new appointment calls for a sharp mind, leadership talent and dedication. A Retail Operations Director, reporting to the Managing Director, you'll have been trained in a multi-million pound environment with an understanding of service, fashionable clothes, accessories and housewares, staff training and profit. You'll be product lead, with broad awareness. To join this group, which has a vision for the 90's, call MBR on 170 Pindale House, London W9 2PY.

(Recruitment + Search Consultants)

## Jane's

INFORMATION GROUP

### International Product Sales Manager UK-based

Jane's, a leading supplier of accurate and impartial information to the world's defence, aerospace and transportation communities, seeks a senior manager to take charge of its direct sales operations, handling an expanding range of electronic and hard copy products.

An attractive remuneration package is offered to match the challenge and commitment required in this high-pressure post.

At least five years' experience in professional sales is required from candidates aged 35-45, with a proven track record of success.

Write, in confidence, with full CV to:

Robert Hutchinson, Publishing Director, Data Division,  
Jane's Information Group, Sentinel House, 163 Brighton Road,  
Colesdon, Surrey CR5 2NH.

Closing date for applications is 15 April 1992.

## DIRECTORS/MANAGERS

UNEMPLOYED: EX. PAT. CAREER RE-ENTRY HIT

You need a new position. With hundreds of applicants applying for each advertised position, how can an individual compete in the marketplace?

Fletcher Hunt are not an agency, but a specialist team established to help individuals seeking fast career change to find the right position quickly and professionally, normally within the unadvertised market. Consultancy is sometimes available to our unemployed clients.

Phone Richard Holman on 071-436 8886  
59 Devonshire Street, London W1T 1LT  
London 071-436 8886  
North West 0442-222222  
Norwich 01633-520034  
Yorkshire 0432-885523  
Rushy 0789-545637  
Dublin 856 629  
Newcastle 081-224 1010  
Bristol 0273-303523  
Southampton 0703-787238  
Glasgow 041 848 5206  
Scotland 061 229 6727  
Manchester 061 229 6727  
Swindon 0793 323 886  
Winchester 0962 877 737  
Yorkshire 0637 580 181  
32 Service Row London W1X 1AG  
Tel: 071 734 2879 Fax: 071 734 2820

## CAREER ACTION NOW!

CRISIS? NEW JOB? REDUNDANCY? EXPAT?

- For over a decade, our experienced professionals have helped solve senior executive problems - confidentially.
- With the largest network of offices in the UK, we have superb market intelligence which can help you to find unadvertised vacancies and access over 400,000 potential employers.
- Our client companies use our Recruitment services.
- Special service for Ex-pats.
- Flexible fee arrangements. Low cost. Government loans may be available.

CONNAUGHT  
EXECUTIVE CAREER SERVICES

## Project Manager

Management co-ordination of major launch programmes

C. London c£50,000 + Bonus + Car

This is a key pivotal role in a high quality organisation committed to sustaining its market leadership through bringing innovative new products to market.

Your role in this process is to plan and co-ordinate all the necessary different functional contributions required to achieve the targeted commercial objectives. Typically projects will combine technologically based competitive edge with enhanced levels of support and service.

Your experience should include a record of success in achieving demanding timescales, cost and quality targets in complex project management roles likely to have an information technology content. In particular you must be able to demonstrate an ability to positively motivate multi-disciplinary teams towards common goals. In developing solutions you will need to apply a high level of analytical and creative skill combined with a tenacious approach to overcoming problems.

Our target is a graduate who brings an understanding of the relationship between technical and commercial issues.

The role is seen as a springboard into progressively more senior management roles.

Applicants of either sex should apply in confidence, to Michael Johnson on (0962) 844242 (24-hour service) Fax No. (0962) 841998 or write to Johnson Recruitment Ltd., Clarendon House, Hyde Street, Winchester, Hampshire SO23 7DX quoting Ref. No. 2391.



Johnson Wilson Recruitment Ltd  
Search & Selection Consultants

## Chief Executive

Major national charity London

Following a review by the Home Office, to which it reports, the Women's Royal Voluntary Service (WRVS) is to create the post of Chief Executive. His/her principal task will be to increase the business efficiency of the Service without impairing its voluntary spirit. The WRVS has nearly 160,000 volunteers who run emergency services; meals on wheels (15m p.a.); hospital canteens, shops and trolleys (turnover £18m); and other services. Grant funded, the organisation is vast and diverse with 700 offices throughout the country.

Candidates must have had considerable senior level general management experience. This is a unique and challenging role demanding someone with enthusiasm, sensitivity and drive. Salary: £50k-£60k. Please reply, in confidence, with full career details, to Peg Eva, as adviser to the company, at Selection Thomson Ltd., 24-25 New Bond St, London W1Y 9HD or 14 Sandyford Place, Glasgow G3 7NB.

Selection Thomson  
London and Glasgow

## FACING A CAREER MOVE?

- MMI provides cost-effective help to a fast and productive move via:
  - advanced Career Development techniques.
  - individual/bespoke programmes.
  - managed Job Search campaigns with personal introductions for unadvertised appointments.
- For an early consultation, free and without obligation call 0276 - 686327

MMI For Management On The Move.

## MAINLAND HELPS EXECUTIVES

### A NEW JOB? A NEW CAREER?

- For over 12 years our experienced professionals have worked successfully with Senior Executives to enhance and develop their careers.
- A network of offices provides convenient contact points, and access to unadvertised opportunities.
- Our unique pro-active PARTNERSHIP PROGRAMME significantly reduces job search time, and increases market coverage.

Contact your nearest office for further details: BIRMINGHAM 021-643 2924 MANCHESTER 061-431 7116  
BRISTOL 0272 308849 MAIDENHEAD 0628 21015  
GUILDFORD 0483 503535 NOTTINGHAM 0602 484525

Mainland Executive Services  
22 Suffolk Street, Birmingham B1 1LS  
Tel: 021-643 2924 (24 hr) Fax: 021-643 4272

## CAREER OPPORTUNITY

Facing redundancy or seeking a career change?

A critical time

The Pathfinder Partnership can help you find the right personal direction. As career guidance specialists for directors and senior managers, we have the expertise to professionally market you with prominence, given to the unadvertised job market. Call us for an informal exploratory discussion without obligation. Government assisted loan scheme available to suitable applicants. Full details on request.

The Pathfinder Partnership  
178 - 202 Great Portland Street  
London W1W 6AT  
Tel: 071 631 0348  
Fax: 071 636 5592  
High Wycombe HP13 5SR  
Tel: 0494 453791  
Fax: 0494 459543

## ACCOUNTS MANAGER

London SW3

Salary negotiable

A young and dynamic group of companies in marketing, sports sponsorship, music, cultural and media activities requires an Accounts Manager. The position requires a "hands on" approach to both financial and management accounting functions, strong accounting abilities, commercial awareness, interpersonal and communication skills, and the ability to operate effectively within a fast moving environment. Ability to speak Spanish and Italian would be an asset, some overseas travel will be required.

Applications in writing with a full CV to Box no: 8006.

## SALES MANAGER FOOD INDUSTRY

Dynamic London Based Company requires an equally dynamic young person age 30-45 to lead a well motivated sales team engaged in the Distribution of FOOD INGREDIENTS AND RAW MATERIALS. The ideal Candidate should have a sound track record in this field and a related FOOD SCIENCE qualification.

Drive and self motivation in setting up and achieving new and existing objectives will open the door to excellent prospects in this well established and progressive company.

An attractive package is on offer according to qualifications and experience.

Please write in confidence with full Curriculum Vitae and expectations to: PO BOX 8109

## ALL BOX NUMBER REPLIES SHOULD BE ADDRESSED TO:

BOX NO. ....  
c/o THE SUNDAY TIMES  
PO BOX 484  
VIRGINIA STREET  
LONDON E1 9DD

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Right now, we need a lot more people to market pensions, savings and investment plans at Barclays Life. Could you be a candidate?

Rest assured, we'll give you all the professional training you need to get to the top.

If you think you've got what it takes, can drive and have the use of a car, call our hotline on 0800 595 388, and quote reference number T10C04. We'll then arrange for you to attend a seminar.

Successful applicants are required to maintain our high standards of customer care, professionalism and ethical conduct.

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of the company's

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and a major

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to the company's

strategic

direction

The ideal

candidate should

have a proven

track record in

this field and a

related FOOD SCIENCE

qualification.

Drive and self

motivation in setting

up and achieving

new and existing

objectives will

open the door to

excellent prospects

in this well



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## EXECUTIVE OPPORTUNITIES

FAX 071-782 7826

## HEAD OF DIRECT MARKETING

SW Surrey

c.£45,000 Package

**The Company:** Is an established blue-chip organisation at the forefront of the financial services sector and is formulating dynamic plans for further development. To help achieve its objectives, a Direct Marketing strategic business unit is to be created.

**The Job:** Is challenging and carries responsibility for setting up the Unit and developing Direct Marketing as a business across a range of the company's products. The Manager will therefore have a high level of exposure and accountability. He/she will have full management responsibilities for the Unit and for exploiting customer and market opportunities in line with company objectives. Among the first tasks will be the formulation of an effective Direct Marketing Business Plan demonstrating sound awareness

of the market forces within the context of the resources available.

**The Person:** Should possess all-round business experience gained from managing a commercial enterprise, in addition to well developed Direct Marketing skills, preferably gained in the service sector. He/she is unlikely, therefore, to be less than 40 years of age. To face the challenges of this role a resourceful, energetic personality is needed, combining diplomacy, persuasiveness and determination. In order to apply for this opportunity, which has real career potential, please send your CV with accompanying letter of application to Vivien Bass or Suzanne Stay at Templeton Pijnacker, Helford House, Hook Heath Road, Woking, Surrey, GU24 0QE. Tel: 0483 740810. Fax: 0483 770729.

TEMPLETON-PIJNACKER

EXECUTIVE SEARCH &amp; SELECTION

CITB  
CONSTRUCTION  
INDUSTRY TRAINING BOARD

## Director of Training

The CITB is a statutory body dedicated to ensuring an adequate supply of properly trained people to meet the needs of the industry. A successor to the present incumbent, due to retire shortly, is sought.

• **RESPONSIBILITY** to the Chief Executive will be for leading training policy development and the delivery of training products and services. Staff under control number 850 and the budget exceeds £60m.

• **THE NEED** is for a record of achievement at senior management level in a complex multi-activity enterprise, communication skills and negotiating ability. Clear appreciation of the industry's training requirements is vital.

• **AGE** 40s to mid 50s. Salary indicator £45,000. Headquarter offices in Norfolk.

Write in confidence, enclosing a Curriculum Vitae, quoting ref: L7432 to:

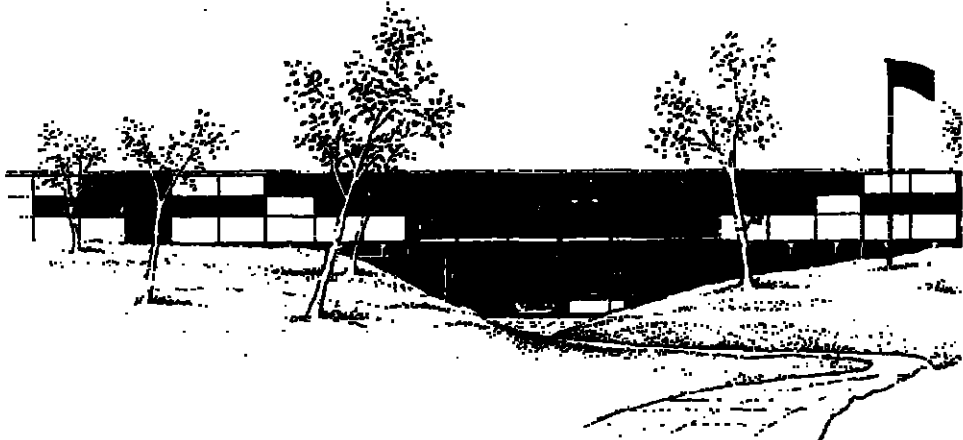
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SELECTION

8 Hallam Street, London W1N 6DJ. Tel: 071 580 6113; Fax: 071 631 5317

A DIVISION OF TYZACK &amp; PARTNERS

## SCIENTISTS, ENGINEERS &amp; INDUSTRY SPECIALISTS

PHARMACEUTICALS & MEDICAL DEVICES  
FOOD & DRINK - MOBILE COMMUNICATIONS

PA Consulting Group is the leading international management and technology consultancy. At our Cambridge Laboratory we harness the power of technology to:

- develop new products which provide differentiation in the marketplace and increase market share;
- develop new processes which enhance manufacturing flexibility and profitability;
- develop technology strategies which support and enhance our clients' business strategies.

We now wish to recruit scientists and engineers to join our highly motivated multidisciplinary teams working for a wide range of industrial and government clients. We are also looking for industry specialists to market our services to senior executives of blue-chip companies throughout the UK and Europe.

You should have a good first degree, possibly a post-graduate qualification, and be interested in a wide range of technological issues and their exploitation. For a marketing role, you should also have experience of new business and market development in one of the sectors mentioned above.

Salaries and other benefits, which include an opportunity for equity participation, will be comparable with the high quality of staff we are seeking. PA Consulting Group has an ongoing requirement for managerial talent, ensuring excellent career development prospects for people who combine the right business and leadership skills.

To apply, please send a full cv or telephone for an application form to Jan Halsdon, PA Consulting Group, Cambridge Laboratory, Melbourn, Royston, Herts SG8 6DP. Telephone: Royston (0763) 261222.

PA is an equal opportunity employer.

PA Consulting  
Group

Creating Business Advantage

## Development Director

C.£45,000 + EXECUTIVE PACKAGE

## OUTSTANDING POTENTIAL, FROM THE GROUND UP

As a property development professional, you appreciate the sheer scale and diversity of BR Property Board's joint-venture projects - from local leisure and retail schemes to landmark developments such as London's Broadgate.

You may also be aware of how valuable our property development work has become - and will continue to be - in terms of both income for the railway businesses and regeneration of the network infrastructure.

In the role of Development Director, reporting to the Property Board MD, you will lead a 45-strong team promoting development activity across Britain and make a personal contribution to the success of forthcoming high-profile projects - including King's Cross and Crossrail.

An accomplished professional, ideally FRICS, you must have operated at the highest levels of the property industry and are likely to have at least 10 years' experience in the development field. Excellent written and verbal communication skills should bear out your senior management potential.

In return, expect a senior executive package - including an attractive salary, free first-class rail travel in the UK and Europe, private health cover, pension and lease car.

Develop your career with one of Britain's largest property companies, please write with full CV to Keith Jones, Recruitment Training and Development Manager, British Rail Property Board, Hamilton House, 3 Appold Street, London EC2A 2AA.

British Rail - working towards equal opportunities.



## BRAND MANAGER

Glenmorangie is our flagship brand and this position has a crucial role to play in the future of the company. You will be responsible for marketing Glenmorangie successfully in the UK domestic market and be expected to make a major contribution to the strategic thinking behind the brand's positioning, image, range, development and communication.

Reporting to the Marketing Director in this challenging position you should be an honours graduate or MBA with at least 3 years' experience as a blue chip fmcc Brand Manager. You will have a strong record of achievement demonstrating real responsibility for the planning and execution of creative brand plans through external agency control, internal liaison and marketplace responsiveness.



Macdonald Martin Distilleries plc is a long-standing, independent and vigorous company of Scotch Whisky distillers and blenders. The development of Glenmorangie into a leading, global brand of premium malt whisky has been through clear market orientation, energetic commitment and a willingness to challenge the conventions of the industry.

But it has been no accident. A small team at Head Office in Leith have taken on the unique marketing challenge of carefully building this rare brand for the long term.

The marketing approach has been drawn from the craftsmen who produce Glenmorangie in Tain, Ross-shire. They spend many years perfecting the traditional skills that give Glenmorangie its rich flavour and authentic personality and the result is regarded by many connoisseurs as the "Blue Ribbon" of malt whisky, with a most sophisticated flavour and delicate character.

But tradition is only part of its success. A highly competitive market demands that our marketing is strong, professional and progressive yet consistent in outlook. We are seeking a Brand Manager to join our young, dynamic marketing team.

Whilst drinks experience would be a distinct advantage, it is more important that you have experience of the full marketing mix with premium brands of character with a high creative content.

An organised co-ordinator with a high degree of numeracy, you should be a confident, diplomatic communicator capable of motivating colleagues and external agencies.

The rewards for these qualities will be an extremely attractive salary package including company car, relocation assistance where appropriate and all the benefits you would expect from an international market leader.

Please apply in writing with full CV or telephone for an application form to: Ian Drysdale, Personnel Manager, Macdonald Martin Distilleries plc, Macdonald House, 186 Commercial Street, Leith, Edinburgh EH6 6NN. Telephone: 031-554 4477.



MACDONALD MARTIN DISTILLERIES PLC

## Sony Europa

Sony Europa, based in Cologne, is the strategic hub of Sony's European business operation. Whether anticipating changing customer needs, exploring new product ideas or establishing business objectives, our team has a direct impact on the success of all the companies within our European network.

## A European-wide business role for ambitious, demanding professionals

This is an extraordinary career environment that offers a springboard for career development into senior management.

Working closely with the senior manager - either in Corporate Planning & Control or Consumer Business Operations - you will use your insight and knowledge to analyse data, prepare management reports and present strategies to reinforce our growing commercial success. In addition, you'll provide an extensive range of advice to the senior management of Sony Europa and manage a variety of ad-hoc projects.

In your mid to late 20s you should possess an outstanding academic background. Possibly you will have an

MBA - but certainly you should be able to demonstrate the all round business acumen that normally accompanies it. At least 3 years' broad based business experience with significant insight into corporate business operations is essential and a financial/analytical bias is desirable. Experience in management consultancy or professional services could also fit our requirements. In addition to computer literacy you will need excellent written English and presentation skills. A second European language would be a positive advantage.

Above all, you must be an outstanding lateral thinker with the maturity, flexibility, intellectual stamina and European outlook to excel in our corporate environment.

The rewards include an excellent salary, generous range of benefits and all the attractions of living and working in Cologne. So, if you are ready to make your mark in Europe, write with a full cv to Louise Martin, quoting reference number 165, at Sony (U.K.) Limited, Sony House, South Street, Staines, Middlesex TW18 4PF. Interviews will be held at Sony House in the U.K.



**Certificates and C.V.'s to Box No 8075**



071-481 4481

## EXECUTIVE OPPORTUNITIES

FAX 071-782 7826

### Manager Information Systems

Package: c.£40,000 including Expensed Car  
Location: South Wales

AXA Insurance, along with Equity Law and Life Assurance, London and Hull Maritime and AXA RE (UK), form the British arm of Groupe AXA, the tenth largest insurance organisation in Europe.

The efficient use of Information Technology is key to the future growth plans of AXA Insurance. In response to increasing demands upon the Information Systems Department, a new role has been created for an experienced manager to take responsibility for all aspects of Information Technology.

Ideally from an insurance/financial organisation, the person appointed to this high profile role will have gained demonstrable experience of leading and managing a Head Office based team of IT professionals.

Responsibilities will be both demanding and far reaching. Essentially, the manager will be given a high degree of autonomy and budgetary authority for a team of up to thirty staff who develop bespoke software, implement package based solutions and generally maintain and develop leading-edge networked IT solutions.



Building on proven man-management skills, the person appointed will encourage and stimulate staff by example, gaining the respect of his/her team by taking a proactive and visionary stance, therefore ensuring that at all times, the commitment to AXA Insurance, the direction and effective use of IT are second-to-none.

In return for your commitment, AXA Insurance will offer a highly attractive base salary and an excellent company benefits package, including a fully expensed company car. Full relocation assistance is offered where relevant. As would be expected from this rapidly expanding multinational organisation, career prospects are first-class.

If you believe that you can rise to the challenge and provide the quality of service to keep AXA Insurance abreast of technology, please write, enclosing a current curriculum vitae, to the advising consultant, Tom Crawford, at Harvey Nash, quoting Ref HN581ST. Where possible, please enclose a daytime telephone number and full salary details. Applications will only be considered if directed via Harvey Nash.

HARVEY NASH

DRAGON COURT, 27-29 MACKLIN STREET, LONDON WC2B 5LX TEL: 071-353 0033

SEARCH & SELECTION IN INFORMATION TECHNOLOGY

### Director of Finance

c £66k  
(Four year fixed term contract)

Local government is currently facing its toughest challenge yet.

The challenge to transform the culture which has evolved and developed over many many years.

Newham is now preparing to undertake this journey of change. It is a journey which will dismantle the status quo and take the Borough through a period of dramatic transition.

Financial responsibilities will be devolved to the directorates. Internal markets and cost centre management principles will be created by the target date of 1st April 1993.

We are therefore seeking an exceptional manager to see us through this ambitious transition period. Someone with strategic vision and practical implementation skills, who will rise to the challenge with enthusiasm and engender shared commitment for the project.

To succeed in this demanding environment you must be a qualified CCAB Accountant able to demonstrate evidence of continuing professional and managerial development.

You must have extensive experience of the management of change and knowledge of the current financial issues operating in a local government environment.

For further details and an application form please reply to the Personnel Division, Old Technical College, Town Hall, East Ham, London E6 2RP or tel: 081 471 0619 (24hr. answerphone) quoting reference F0000.

Closing date: 21st April 1992

Shortlist date: 22nd April 1992

Preliminary interviews: 28th April 1992

Final interviews: 5th May 1992

We positively welcome applications from all sections of the community.



### Retail Management

Having proven your worth as the Manager of a major retail outlet, you may well find that genuinely exciting, challenging career moves are a little thin on the ground.

Unless of course, you join this unique and progressive high street retailer as Manager of their flagship store. In every sense, a big business, the store's vital statistics reveal a £20+ million turnover; over 130 employees; a proven reputation for setting not following market trends, and very ambitious plans for the 1990's.

This is a role that will expose you to management issues beyond the remit of conventional retailing. You'll have total responsibility for profit and loss performance, people, products and systems. You'll also be responsible for setting and attaining the highest levels of customer service in anticipation of a revolutionary in-store design change. As such, you should be of graduate calibre and have a proven record of achievement in significant retail management roles. Personal, commercial and management credibility are absolutely vital.

This is, without doubt, one of the UK's most prestigious retail management opportunities. The salary, package and career potential will not disappoint you.

In the first instance, write enclosing a full curriculum vitae and latest salary details to me, Graham Dunning, at Macmillan Davies Consultants, Salisbury House, Bluecoats, Hertford, Herts. SG14 1PU. Fax No. (0992) 589434.

Central London

Up to £35,000  
plus package



Macmillan Davies

SEARCH & SELECTION

### Materials Management

#### The Company

Abbott Laboratories is recognised internationally as one of the most successful and innovative names in health care, with sales of some \$7 billion worldwide and global interests in pharmaceuticals, diagnostics, nutrition and hospital products.

At the centre of that operation in the UK is our strategic production facility in Kent, where the scale of investment reflects our commitment to world class manufacturing. We employ some 600 people on site and provide a unique range of solid and liquid formulations for world markets.

#### The Job

The continued growth of the business has created an opportunity for an ambitious manager to take over our production planning and inventory management for pharmaceutical and chemical products, together with export supply to Abbott manufacturing and marketing companies worldwide.

The role also involves internal liaison with marketing and manufacturing departments and with headquarters staff in Chicago.

After initial training and experience there will be development into purchasing and warehousing strategy.

#### The Person

Probably in your 30s, with a DMS/MBA to complement your first degree in Science or Engineering, you will have significant manufacturing/line management experience, preferably in pharmaceuticals or fine chemicals. Additional experience in planning and export operations would be ideal. Well developed people skills and good presence are essential.

#### The Rewards

You will receive a competitive remuneration package, including car and relocation. Swift promotion to senior management is anticipated, with international career development opportunities in time. Please send your c.v. with current salary to Mr R O Croft, Abbott Laboratories Limited, Queenborough, Kent ME11 5EL.



Leading the world in healthcare

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## GENERAL APPOINTMENTS

FAX 071-782 7826

### County Public Relations and Information Officer

Up to £35,000  
plus opportunity for annual performance payment  
Lease car

The Essex Public Relations and Information Office plays an important role in maintaining and developing the Council's relations with the public by promoting the Authority, its services and how they operate.

In this important position you will spearhead an established team and provide a comprehensive service, identifying areas where improvements can be made to ensure we get closer to the people we serve.

Reporting directly to the Chief Executive, the work will cover the whole spectrum of PR, press/broadcast media, print, exhibitions, internal communications as well as acting as an ambassador for the Authority, which is one of the largest and diverse in the UK.

serving the individual needs of a wide range of communities.

Your substantial experience will have been gained in managing a busy PR department in either the public or private sectors. Since you will be providing an advisory service to Members and Officers, political sensitivity combined with an understanding and appreciation of local government is paramount.

Based in Chelmsford, the position offers the possibility of living in an attractive County which stretches from the outskirts of London, through fascinating towns and rural villages, to the East Coast. A generous relocation package is available.

If you feel you could take on the challenge of this demanding role, write for an application form and further details to Departmental Personnel Officer, Chief Executive and Clerks Department, Essex County Council, PO Box 11, County Hall, Chelmsford CM1 1LX or telephone (0245) 432101 quoting post No. C10.

Closing date: 24 April 1992.

Essex County Council  
Chief Executive and Clerks  
Department

### CITY CAREER

An opportunity has arisen for 3 people aged 23+ to move into the financial sector, remuneration is by way of salary and/or commission C.£20K in the first year.

Management positions will become available for successful candidates based on merit.

Call Jonathan Stapleton on 071 379 9401

### ANGLO-JAPANESE HEALTH CARE LIMITED

284 HENDON WAY, LONDON NW4 3NE  
ACCOUNTS ASSISTANTS

Vacancies have arisen for 1 Full Time and 1 Part Time Accounts Assistant.

Experience in data entry, invoice production and Sales Ledger functions essential. There will also be a requirement for some general administrative duties.

The successful applicants must be able to work with minimum supervision.

Please apply in writing to: Miss L. Whitlam at the above address. Closing Date 30/4/92.

### MANAGEMENT TRAINEE

High profile and influential role within dynamic private company.

To be trained by a Senior Manager with a long term view of replacing him! Suit potential high earner. Aged 25-35.

Contact: GLYNN MOSS  
Tel: 071 240 3310

### REDUNDANT EXECUTIVE? EARLY RETIREMENT? MANAGING DIRECTOR?

£36,000 pa guaranteed fee income from own consultancy. 12 month contract with full training available. For full information please contact Institute for Independent British Business:

061-532 0107 (North) 071-439 6555 (London & SE)

0703-211600 (S.W.) 091-232 7078 (N.E.) 021-585 5721 (Midlands)

### Experienced Practitioner

Required to join Plaintiff Personal Injury Team. Please telephone Mr Woutner-Smith on 071 407 0781 on or after 3rd April.

### FIMBRA

FIMBRA is a self-regulatory organisation operating under the aegis of the Financial Services Act 1986. It regulates the provision of investment services to retail customers by its membership of firms. The members provide a range of investment services to the public.

#### COMPLAINTS HANDLER - salary negotiable

We are currently looking for a Complaints Handler to increase the strength of our very busy Complaints Section. The role of the Section is to handle complaints from the investing public about our members. Our requirement is for a candidate with a good understanding of financial services products, especially personal pensions and life assurance. The vacancy may suit someone who has taken early retirement from the industry.

Applicants should please write in confidence by the 21st April, enclosing a full CV, to the Head of Personnel at FIMBRA.

The Financial Intermediaries, Managers and Brokers Regulatory Association, Hertsmere House, Hertsmere Road, London, E14 4AB.

### INSTITUTE FOR SCIENTIFIC INFORMATION ACCOUNT EXECUTIVE - DATABASE PRODUCTS

Based in Philadelphia, with its European Branch situated in Ladbroke, The Institute for Scientific Information is the world's largest commercial producer of information products and services for the scientific and scholarly communities. We have an extensive line of print and electronic database products. We are now recruiting for this post, as a result of the expansion of our successful European operation.

We are seeking a dynamic individual with a background in sales of scientifically-oriented products & services, or in the information or publishing industries. The person selected for this post will report to the Managing Director of our European Branch & will be expected to monitor contract sales & renewals for selected products throughout the European market, dealing with companies, universities & other scientific research organisations. This individual must have a successful sales record, & be able to demonstrate strong written & verbal communication skills. Knowledge of one or more European languages would be an advantage.

Initial training will be provided in both Philadelphia and the U.K., after which the post will be working out of Ladbroke. The position carries salary negotiable according to experience plus a commission plan with unlimited earning potential, and a competitive benefits package. Qualified candidates should send their full career details, in confidence to: Managing Director, ISI, 132 High Street, Ladbroke USB 10P, United Kingdom



# Business aid wins trade

British volunteer advisers generate benefits all round. Alan Jabez looks at an unusual charity

Few consultants can have made such an impression as Walter Howard. He went to Mauritius to advise a small furniture manufacturing company how best to expand. His ideas were so well received that the company incorporated his name into theirs.

Mr Howard is one of many success stories from British Executive Service Overseas (BESO), a development charity established as a joint initiative between the Confederation of British Industry and the Institute of Directors.

The charity, which celebrates its 20th anniversary this year, was set up to help the business community to make a positive contribution to the problems of everyday life in the developing world.

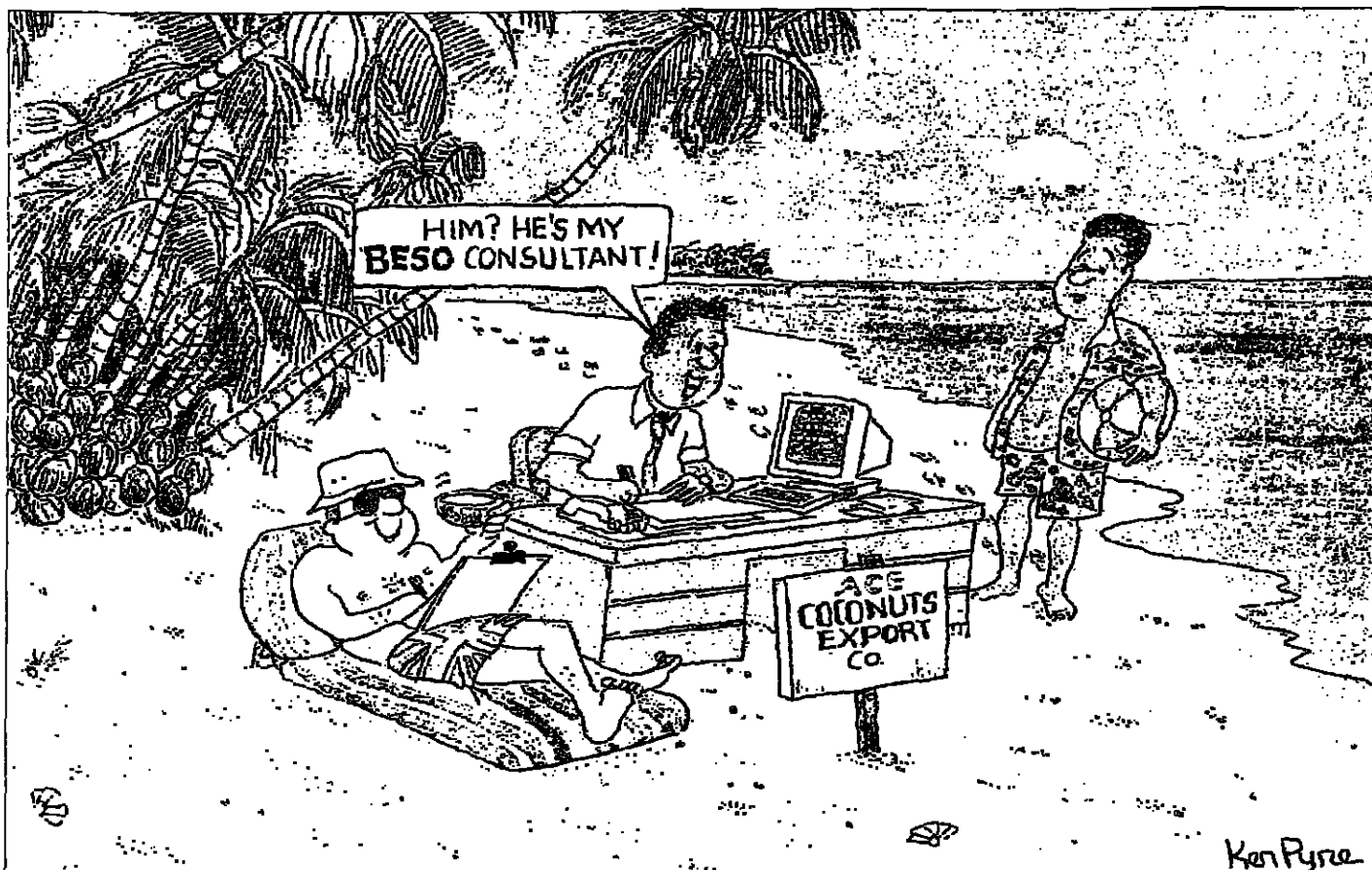
BESO receives funding from large companies, including Unilever, British Airways and BP, and has consistently been supported by central government, which last year gave nearly £400,000 worth of grants. Accordingly, BESO hopes to send a record number of 300 advisers abroad this year.

Most advisers come from business backgrounds, such as banking and public administration, but there are many requests from overseas countries for a variety of other specialists, from woodworkers and metallurgists to hotel managers and senior chefs.

Volunteers go overseas for two weeks to six months. They normally work as consultants, advising small businesses on how to improve or expand, and on better marketing or production techniques.

All air fares, accommodation, usually in a reasonable hotel or a comfortable apartment, insurance, subsistence and local travel are paid for by BESO or the client. The volunteers, who can take spouses, receive a small weekly allowance. If language is a problem, an interpreter is provided.

The charity also has its own network of overseas support staff, who are able to help volunteers to deal with the initial culture shock when they arrive in their temporary home. The difficulties range from coping with a severe monsoon to



learning new business greetings and customs.

One of BESO's aims is to increase the number of female executives sent abroad. At present, women account for fewer than 10 per cent of the volunteers but BESO claims that is because there are so few women holding executive positions in Britain, and not because of any discrimination by the charity.

Timothy Bellers, BESO's director, says the benefits to Britain, the individuals and the host countries are immense. He says: "The individuals gain because they have a rare opportunity to play an important practical role in the developing world. The clients benefit because they are often able to make many important changes on the recommendation of the volunteers and Britain benefits because large export orders often follow from a volunteer's assignment."

Harold Deacon gained a typical business advantage when he advised the St Kitts Sugar Manufacturing Corporation. He brought back £330,000 worth of orders for sugar trailers and second-hand

vehicles and orders worth £20,000 for radio equipment.

Once trade links have been established, there will often be follow-up orders, which could eventually have a mushrooming effect.

Until now, most assignments have been in Commonwealth countries or in other countries where Britain has established ties, but now that both Eastern Europe and China have opened up, there are

however, remains the relief of poverty in economically disadvantaged countries. BESO believes that sending experienced senior managers to the developing world will often be much more useful than any other form of aid, especially in the long term.

Ken Skelthorpe, a computer specialist from Manchester, who went to Vanuatu in the South Pacific on a BESO assignment last year, believes organisations of BESO's size can play a much more useful role in the developing world than the larger and better known aid agencies.

"The aid is usually better directed and volunteers will not be on any gray train," he says. He says another important benefit of BESO is that it allows some of the world's poorest countries to benefit from the expertise of senior managers "at a fraction of the cost of professional consultants".

Some assignments, especially those who have retired from their primary job, find the experience of being an international "volunteer adviser" so rewarding that they apply for further postings as soon as they

return to Britain. Ken Morison, the former head of the Bass brewery in Cardiff, has so far been on 11 assignments, including trips to India, the West Indies and China. He has been to China five times. He explains that every assignment is hard work but extremely interesting.

"You will sometimes have to go to remote places and conditions might be tough, but the hosts are always very appreciative," he says. He is most often asked about new technological developments, of which many companies in the developing world are unaware.

"I get a fax at least once a day," says Mr Howard, who continues to help the Mauritian furniture manufacturers with everything from designing new products to looking for new markets. "You do need to be tough and have the right temperament to survive an assignment," he says, "but it can certainly be rewarding."

Information: BESO, 164 Vauxhall Bridge Road, London SW1V 2RB (071-630-0644, fax 071-630-0624). BESO or the moment has a shortage of accountants, economists, financial managers, surveyors, chemists and food and drink specialists.

**'You sometimes work in remote places and under tough conditions, but the hosts are appreciative'**

increasing opportunities for people to undertake short-term assignments in these countries.

The new republics within the former Soviet Union, for instance, offer a huge potential for good trade links. BESO's first assignees to the area have recently returned, and more volunteers are preparing to leave soon.

The primary objective of BESO,

## LIFE AFTER REDUNDANCY

### Knowing the right people

The European Management Advisory Service, which helps job-seekers to find employment, estimates that only 10 per cent of new job placements come from answering advertisements.

This means that by far the most profitable route to re-employment is through a network of personal contacts, or through carefully researched speculative approaches, which make up the "hidden" job market. The older you are, the more this applies.

The British are by nature reluctant to plunder a personal network — their family, friends and acquaintances — to benefit from their own contacts. This is a mistake.

David Malcolm, of the GHN outplacement consultancy, says: "A personal recommendation is far stronger as a set of credentials than a CV." There are, however, good ways of "working" a network, and bad ways.

You should never, for example, go cap in hand and ask for a job," he says. "Few people have the authority to say yes outright, and nobody likes to say no. On the other hand, saying no to anybody who tells you, 'I need your advice' is very difficult.

"Under the guise of courtesy, you can telephone all sorts of people — friends, suppliers, even competitors — to tell them what has happened. They generally ask, 'How did that happen?' and then, 'So what are you going to do now?'"

"You should reply along the lines of 'I'm taking stock, reassessing my position'. This will often elicit, 'Well, if there is anything I can do to help...'"

"Express thanks and say you will be in touch, probably in about a month, and do so."

The question of whether to telephone or write is a vexed one. On the whole, writing is probably better. Most people find that their networks are much more extensive than they originally supposed. This in itself gives a valuable boost to confidence. "Above all," Mr Malcolm says, "keep a record of every letter and conversation. It would do no good to telephone

an acquaintance to inform him or her of your change in circumstances, to be told you gave the news the previous week."

Colin Stanley, now the director-general of the British Printing Industries Federation, who of his own volition was seeking a new job, has had experience of this. "What I had not realised was the breadth of contacts I had," he says. "I had not considered my bank manager, customers and MPs I know."

"When I returned to my consultant with a list of 15 names, he said, 'You are not trying'. Four months later, after accepting a job offer, I had 103 on the list, and had seen 63."

"It was a fascinating experience. You quickly find out the people who can help you and those who disappear like leaves in autumn. I found people I did not even know at the start of the process who turned out to be like gold nuggets."

Something else that surprised Mr Stanley was the way one contact led to another. GHN promotes the theory that you are only four contacts away from anybody in the world you want to meet. Mr Malcolm says: "The only time I ever tried it, it did work for me."

With practice, you will find your technique improving, so it makes sense to keep back the contacts with greatest potential until you have developed a confident approach.

Ron Owen, of Sanders & Sidney, an outplacement consultancy, explains: "When working a network and preferring specific talents, you often discover people with unidentified needs in their organisation, who have not yet turned that need into a job description. You are there before they do, so you become the only candidate."

The job starts to fit around you and who you are. It is a powerful way to work one's way into a job."

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Details: Sanders & Sidney (071-413 0321), GHN (071-493 5239), European Management Advisory Service (0293 546792).

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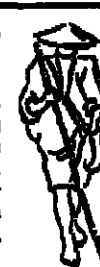
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- 6.00 Ceefax** (68034) **6.30 Breakfast News** (2160235)  
**9.05 Computer Dreams.** A compilation of computer animations (r) (9005422) **9.35 Cathy.** Cartoon story about a modern American couple (9519267) **9.55 Holiday Outings.** Children enrol at Bobby Charlton's football school (r) (7206070)  
**10.00 News,** regional news and weather (4639793) **10.05 Playdays** (r) (5790355) **10.25 The Family Mess** (r) (4632880) **10.35 Glibberish.** Celebrity word game series (s) (7841847)  
**11.00 News,** regional news and weather (3984432) **11.05 Beautywise.** The last in the series (8811422) **11.30 People Today** (8507373)  
**12.00 Pebble Mill.** Among today's guests is the American singer-songwriter Neil Sedaka (s) (8535083) **12.55 Regional News and weather** (13549557)  
**1.00 One O'Clock News and weather** (53460)  
**1.30 Neighbours.** (Ceefax) (s) (6411644) **1.50 Turnabout.** Game that tests word power. The question-master is Rob Curling (6412757)  
**2.15 Film: Rustler's Rhapsody** (1985) starring Tom Berenger and Marilu Henner. Anecdote spoof western directed by Hugh Wilson (8273644)  
**3.40 Cartoon** (2405083) **3.50 Henry's Cat** (r) (7003985) **4.05 The New Adventures of Mighty Mouse** (r) (9468151) **4.20 Happy Families** (r) (9489644) **4.35 Tricks 'n' Tracks.** A new magic and music series (r) (8156170)  
**5.00 Newsround** (8535267) **5.05 Blue Peter.** (Ceefax) (s) (8395489)  
**5.35 Neighbours** (r). (Ceefax) (s) (444083). Northern Ireland: Inside Ulster  
**6.00 Six O'Clock News** with Anna Ford and Andrew Harvey. (Ceefax) Weather (644)  
**6.30 Regional News Magazines** (996). Northern Ireland. Neighbours  
**7.00 Top of the Pops** introduced by Femi Oke and Tony Dorie (s) (7335)  
**7.30 Eastenders.** (Ceefax) (s) (888)  
**8.00 Last of the Summer Wine.** Comp's mind wanders into financial matters and he recalls the class bully who once took a shilling from him (r) (Ceefax) (6083)  
**8.30 Two Point Four Children.** Andrew Marshall's gutsy domestic comedy starring Belinda Lang and Gary Olsen (r). (Ceefax) (s) (5118)  
**9.00 Nine O'Clock News** with Martin Lewis. (Ceefax) Regional news and weather (45296)  
**9.25 Porridge.** Wonderful Dick Clement and Ian La Frenais comedy starring Ronnie Barker as the incorrigible convict (r). (Ceefax) (102489)



Presenting the nation's verdict: David Dimbleby (9.55pm)

- 9.55 Election '92** introduced by David Dimbleby. Peter Snow, with a suite of the best swingmen and John Cole analyse the results as they arrive. Includes John Simpson with the John Major party. Jeremy Paxman shadowing Neil Kinnock and Michael Buerk with Paddy Ashdown (36050422)  
**NB:** the following programme times are approximate and may be dropped if election coverage is extended  
**4.00 Moment of Truth.** How the massacre of the Israelis by the Palestinians was recreated for the 1985 film *King David* (r) (95687)  
**4.30 Catch a Falling Star.** A portrait of the 1930s musical star, Jessie Matthews (r) (4932039)  
**5.10 Midnight Caller: Wrong Side of the Wall.** Late night radio chat show host Jack Kilian discovers that some former convicts find life on the outside more intimidating than prison. Starring Gary Cole (r) (2180213). Ends at 6.00

**VideoPlus+ and the Video PlusCode**  
 The numbers now appearing next to each TV programme listing are Video PlusCode numbers, which allow you to instantly programme your video recorder with a VideoPlus+ remote. VideoPlus+ can be used with most video tapes. In the VideoPlus+ code for the programme you wish to record, look for the number in the VideoPlus+ code for the programme you wish to record. For more details call VideoPlus+ on 0839 121204 (call charge at 48p per minute peak, 36p off-peak) or write to VideoPlus+, VTM Ltd, 77 Fulham Palace Road, London W6 8JA. VideoPlus+ (TM), PlusCode (TM) and Video Programmer are trademarks of Gemstar Marketing Ltd.

## BBC2

- 6.45 Open University** (6055286) **8.00 Breakfast News** (6058444)  
**8.15 Thames Wallah.** How an East Cheam resident is helping to clean India's River Ganges (r). (Ceefax) (3941806)  
**9.00 Film: Amelio Affair** (1947, b/w) starring Ben Hodak and Frances Gifford. Drama about a wife whose involvement with a disreputable Chicago nightclub owner traps her in a web of deceit and implicates her in murder. Directed by Arch Oboler (703147)  
**10.25 Film: Riff Raff** (1935) starring Jean Harlow and Spencer Tracy. A tuna cannery worker becomes mixed up in a strike. Directed by J. Walter Ruben (1468151)  
**11.55 A Day in the Life.** A look at the Pym's, self-sufficient smallholders in the South of Wales who grow and sell their own produce (r) (55996)  
**12.30 The Great Whales.** A documentary about the world's largest creatures (r) (7919644) **1.20 Charlie Chalk** (r) (8352542) **1.35 In the Post.** A look at the world stamp market (r) (49190539)  
**2.00 News and weather** (30131712) **2.15 Advice Shop** (9569809)  
**3.00 News and weather** (6275557) followed by **High Chaparral** (r) (3009577) **3.50 News,** regional news and weather (2409809)  
**4.00 The Augustus Masters.** Highlights of the 1991 tournament (7170)  
**5.00 Transatlantic.** Alan's Second Chance. The story of a man's wait for a donor's heart (r) (8441)  
**5.30 Film: Nora Prentiss** (1947, b/w) starring Ann Sheridan and Kent Smith. A nightclub singer finds a doctor round her little finger and lures him into a web of deception. Directed by Vincent Sherman (6639244). Wales: *Emancipation* Now 5.40 *The Stonemasons of Bath* 6.10 *The Trojan Music* 6.40 *Taking Liberties* 7.10 *Young Musicians of the Year* 7.50 *Statements* 8.30 *Statements* 9.00 *Statements*  
**7.20 Young Musicians The Year.** The strings final (s) (601688)  
**8.00 Talking Liberties.**  
 ● **CHOICE:** More than a year after nine young British soldiers were killed in the Gulf war, their distressed families are still trying to discover why it happened. The men, from the 3rd Regiment Royal Fusiliers, were in Kuwait when an Iraqi Scud missile hit their A10 aircraft. They died under friendly fire, known in service parlance as blue on blue. The families were originally told that the attack took place during a sandstorm. This was later corrected. Visibility was excellent. The official British report on the incident was seen by the families as an attempt to appease the Americans. Rebuffed by the Ministry of Defence, they went to see President Bush. He promised the facts. These eventually arrived in a bundle of documents. But the contents were heavily censored. (Ceefax) (4625)  
**8.30 Top Gear.** Includes a road test on the Porsche 968 (6460)  
**9.00 Harry Enfield's Television Programme.** (Ceefax) (3354)  
**9.30 Treble Top.** Three animated films including Daniel Greaves's Oscar-winning *Madagascar* (87063)  
**10.00 Have I Got News For You.** Election Special presented by Angus Deayton. With Ian Hislop and Paul Merton (56625)



A disorderly House: Robbie Coltrane as Mr Speaker (10.30pm)

- 10.30 Comic Strip Special: The Red Nose of Courage.** An election night political spoof starring Adrian Edmondson, Dawn French, Alexi Sayle, Robbie Coltrane and Rick Mayall (555118)  
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